

NEUROVERSE GLOBAL

# Supplier Relationship & Contract Management

## Excellence Program

*A 5-Day Intensive Executive Training Program*

Training Course Code: NV-TR-06-004

Prepared for: [Client Organization]

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## Executive Summary

The **Supplier Relationship & Contract Management Program** is designed to help professionals build strong, strategic partnerships with suppliers while ensuring effective contract governance and performance management. The program explores best practices in supplier collaboration, contract negotiation, and risk mitigation across the procurement lifecycle. Participants will learn how to establish transparent supplier relationships, monitor supplier performance, and manage contracts that protect organizational interests while promoting mutual value creation. The course also introduces digital tools and data-driven approaches that enhance supplier management and compliance. By the end of the program, participants will be able to develop sustainable supplier partnerships and manage contracts that support long-term operational success.

Program Element	Details
<b>Duration</b>	5 Days (40 Hours)
<b>Target Audience</b>	C-Suite Executives, Senior Leaders, Strategy Professionals
<b>Delivery Options</b>	5★ Hotel   Traveling (Global Centers)   Training Institute   Onsite at Your Location   Virtual Live   Hybrid
<b>Certification</b>	yes
<b>Class Size</b>	Optimum number of participants for highest interaction and engagement

We provide flexible and premium delivery formats tailored to your strategic priorities:

- **5★ Hotel Experience:** Executive retreat setting combining strategic learning, executive networking, and high-level team in luxury venues (e.g., Amman, Dead Sea, Aqaba).
- **Traveling (Global Centers):** Delivered at world-class international locations such as London, Istanbul, Dubai, Singapore, Georgia, or select European hubs, offering premium facilities and global networking opportunities.
- **Training Institute:** Hosted at leading accredited institutes equipped with advanced learning technologies and innovation-driven environments.
- **Onsite at Your Location:** Conducted at your corporate headquarters for a fully customized, confidential, and organization-focused experience.
- **Virtual Live:** High-definition, interactive online sessions with digital collaboration tools ideal for distributed leadership teams.
- **Hybrid Model:** A strategic blend of in-person engagement and synchronized virtual participation to maximize flexibility and international reach.

# Curriculum Structure

The Supplier Relationship & Contract Management Program is structured as an intensive 5-day executive training journey designed to strengthen the capabilities required to manage supplier relationships and contracts effectively in complex business environments. The program combines strategic supplier management frameworks, negotiation strategies, contract governance practices, and digital procurement tools to ensure organizations can build reliable and high-performing supplier networks.

## Day 1: Foundations of Supplier Relationship Management

**Theme:** Building Strategic Supplier Partnerships

Module	Key Activities
<b>Supplier Relationship Management Fundamentals</b>	Role of suppliers in supply chain success; SRM frameworks
<b>Strategic vs. Transactional Suppliers</b>	Supplier segmentation and classification
<b>Building Collaborative Partnerships</b>	Communication strategies; Trust and long-term collaboration
<b>Supplier Performance Metrics</b>	Key performance indicators (KPIs) and supplier evaluation

## Day 2: Supplier Evaluation & Performance Management

**Theme:** Measuring and Improving Supplier Performance

Module	Key Activities
<b>Supplier Selection &amp; Qualification</b>	Evaluation frameworks; Capability assessment
<b>Supplier Performance Monitoring</b>	Supplier scorecards and performance dashboards
<b>Continuous Supplier Improvement</b>	Supplier development programs and improvement plans
<b>Managing Supplier Risks</b>	Identifying operational, financial, and supply risks

## Day 3: Contract Management Fundamentals

**Theme:** Managing Contracts Across the Procurement Lifecycle

Module	Key Activities
<b>Contract Management Principles</b>	Contract lifecycle stages; Governance frameworks
<b>Contract Types &amp; Structures</b>	Fixed price, cost-plus, and performance-based contracts
<b>Contract Drafting Essentials</b>	Key clauses; Terms and conditions
<b>Contract Compliance</b>	Monitoring compliance and managing contract obligations

## Day 4: Negotiation Strategies & Risk Management

**Theme:** Effective Contract Negotiation and Risk Control

Module	Key Activities
<b>Procurement Negotiation Strategies</b>	Negotiation techniques and preparation
<b>Negotiation Simulation Workshop</b>	Role-play exercises for supplier negotiations
<b>Risk Allocation in Contracts</b>	Liability, penalties, and dispute resolution
<b>Managing Contract Disputes</b>	Conflict resolution and mediation strategies

## Day 5: Digital Supplier Management & Future Trends

**Theme:** Smart Supplier Ecosystems

Module	Key Activities
<b>Digital Supplier Management Platforms</b>	SRM software; Procurement automation tools
<b>Data Analytics in Supplier Management</b>	Supplier performance analytics and reporting
<b>Sustainable &amp; Ethical Supplier Practices</b>	ESG compliance and responsible sourcing
<b>Capstone &amp; Certification</b>	Supplier relationship strategy presentation and expert feedback

## Delivery Options

NeuroVerse Global offers unparalleled flexibility in program delivery, ensuring that world-class strategic education is accessible regardless of location or logistical constraints. Choose the format that best suits your organizational needs:

Format	Description	Best For
<b>Executive Retreat</b> ***** <b>5* Hotel</b>	Multi-day experience at luxury venues in <b>hotels 5*</b> combining learning with strategic planning and team activities. Amman, Dead Sea, Aqaba	Board offsites, strategic planning, executive bonding
<b>Premier Training Institute</b>	Delivered at internationally accredited, state-of-the-art institutes equipped with advanced learning technologies, executive facilities, and innovation labs.	Executive education, certified programs, high-impact professional development
<b>Global Centers With Traveling</b>	Conducted at NeuroVerse world-class facilities in London, Istanbul, Egypt, Dubai, Singapore, Georgia, or Europe. Premium amenities and networking.	International exposure, cross-cultural learning, executive networking
<b>Onsite Premium</b>	NeuroVerse facilitator at your corporate headquarters or preferred location. Full materials, and immersive experience.	Leadership teams, confidential strategy sessions, team building
<b>Virtual Live</b>	Synchronous online sessions with interactive tools, breakout rooms, and digital collaboration platforms. HD streaming.	Distributed teams, cost optimization, time-constrained executives
<b>Hybrid Model</b>	Blend of in-person and virtual elements. Regional hubs with synchronized virtual participation for global teams.	Global organizations, flexible participation, maximum reach



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