

# SUPPLIER RELATIONSHIP MANAGEMENT MASTER CLASS SAMPLE AGENDA



## Day 1

- 9.00am – Introduction
- 9.45am – Supplier Management Perspectives
- 10.30am – Morning Tea
- 10.45am – Supplier Segmentation
- 11.15am – Implementation
- 11.45pm – The Supplier's Perspective
- 1.00pm – Lunch
- 2.00pm – Supplier Presentation
- 3.00pm – Supplier Presentation - Discussion
- 3.30pm – Afternoon Tea
- 3.45pm – Supplier Motivators and De-motivators
- 4.15pm – Relationship Mapping
- 5.00pm – Summary, Learning Review and Q&A Session
- 5.30pm – Close

## Day 2

- 8.30am – Introduction
- 9.00am – The View from the Top
- 9.30am – Developing a Supplier Strategy
- 10.30am – Morning Tea
- 10.45am – People and SRM
- 11.30am – Probity and SRM
- 12.30pm – Lunch
- 1.30pm – SRM Planning (Part 1)
- 3.00pm – Afternoon Tea
- 3.15pm – SRM Planning (Part 2)
- 4.00pm – Summary, Learning Review and Q&A Session
- 4.30pm – Close

