Supplier Relationship Management – ASCM (APICS) Certificate

Date and duration

Training code : SUPC024EN
Duration : 2 days
Nombre d'heures : 14 heures

Body

The global supply chain is facing unpredictable challenges, making supplier relationship management more critical than ever. By implementing **Supplier Relationship Management (SRM)** practices, companies can improve their understanding of supplier capabilities, reduce costs, mitigate risks, and strengthen the stability and reliability of their operations. Deep expertise in this field is essential to **ensure the resilience and efficiency of the entire supply chain**.
Our Supplier Relationship Management certification training offers a comprehensive exploration of the strategies and tools needed to build **long-term partnerships**. The program covers fundamental topics, ranging from supplier selection and evaluation to **performance management** and risk mitigation. You will learn to apply **best practices** for collaboration, communication, and the use of technology to streamline your SRM processes.
By the end of this program, you will have acquired the key skills required to succeed in the ASCM Supplier **Relationship Management Certificate exam**. You will benefit from **thorough preparation**, a detailed understanding of the exam domains, and targeted training to ensure optimal success and recognition of your expertise in the supply chain industry (learn more in the Certification section).

Objectifs

By the end of the Supplier Relationship Management Certificate training, you will be able to:

- Define Supplier Relationship Management (SRM) and understand its key components, benefits, and challenges.
- Analyze the reasons and criteria for supplier selection to ensure optimal value (price, quality, service).
- Evaluate the advantages and disadvantages of different sourcing methods, such as single, multiple, or exclusive sourcing.
- Implement supplier evaluation methodologies, taking into account sustainability criteria and the principles of the Triple Bottom Line.
- Develop supplier development plans and strategies to improve capabilities and achieve mutually beneficial goals.
- Define supplier performance management, its importance, and best practices for monitoring, evaluation, and communicating expectations.
- Identify, assess, and manage supplier-related risks using appropriate tools and methodologies.
- Apply SRM best practices, including the implementation of frameworks, effective communication, and the use of technology to streamline processes.

Points forts

- **Certified expert instructors**: Benefit from the expertise of qualified and experienced professionals in supplier relationship management, ensuring an in-depth mastery of key concepts.
- **Comprehensive and up-to-date program**: Content rigorously aligned with the Supplier Relationship Management Certificate, covering all essential aspects to build and maintain sustainable supplier relationships.
- **Practical mastery**: Acquire key skills through concrete case studies and practical exercises relevant to real-world procurement challenges.
- **Targeted exam preparation**: Intensive training with study resources and strategic advice to maximize your chances of success in the final exam, enabling you to earn both the certificate and the digital badge.

Certification

This training prepares you intensively for the Supplier Relationship Management Certificate exam from APICS (ASCM). A coupon code will be provided at the end of the course so that you can schedule your exam.

Exam details:

- **Type of exam**: Multiple Choice Questions (MCQ)
- **Number of questions**: 72
- **Location**: Online on the ASCM website
- **Language**: English, with translations available in Spanish and French
- **Passing score**: 70% or higher

Our training will provide you with the knowledge and tools necessary to approach the exam with confidence. Upon passing, you will earn the Supplier Relationship Management Certificate along with a digital badge, which you can showcase on your LinkedIn profile and email signature.

Note: The Supplier Relationship Management Certificate is valid for life. For more details, please refer to the APICS Exam Handbook.

Modalités d'évaluation

Practical Work
Case study

Pré-requis

Professional Experience

Practical experience in one or more areas of supply chain management is recommended, particularly in:

- Procurement
- Purchasing management
- Logistics
- Inventory management

*Experience is not strictly mandatory, but familiarity with supplier relationship management concepts is strongly recommended for a better understanding of the training.

Foundational Knowledge

A good understanding of the fundamentals of supply chain management is desirable, including:

- Key supply chain terminology
- Basic principles of supplier management

Public

This training is intended for:

- **Supply chain professionals** in roles focused on purchasing and supplier management, such as procurement analysts, category managers, or purchasing managers.
- **Managers and supervisors** seeking to deepen their understanding of best practices and strategic challenges related to supplier management.
- **Individuals wishing to build expertise in creating sustainable, low-risk partnerships** with suppliers, and who want to validate their skills with a recognized certification in logistics and procurement.

Programme

Module 1: Understanding the Fundamentals of Supplier Relationship Management (SRM)

- Definition and objectives of SRM.
- Historical evolution of SRM and its current state.
- Benefits of SRM (relational, financial, operational).
- Different types of supplier relationships and contracts.
- Common challenges and solutions to overcome them.

Module 2: Selecting and Evaluating Suppliers

- Requirements for supplier selection and defining sourcing strategy.
- Supplier selection criteria and sourcing methods (single, multiple, etc.).
- Supplier evaluation methods and the importance of sustainability.
- Supplier segmentation frameworks.
- Use of technology in supplier selection.

Module 3: Developing Suppliers

- Definition and benefits of supplier development.
- Roles and expectations of the SRM team.
- Supplier development process and associated methods.
- Financial support and collaboration with suppliers.

Module 4: Managing Supplier Performance

- Overview of supplier performance management and its importance for SRM strategy.
- Performance monitoring strategies and the use of measurement tools.
- Supplier performance evaluation and best practices.
- Improving supplier performance through proven techniques.

Module 5: Managing Supplier Risks

- Understanding supplier risks and their importance.
- Identifying, assessing, and categorizing potential risks.
- Strategies and policies for managing risks, including mitigation, acceptance, and risk transfer.
- Monitoring supplier risks.

Module 6: Applying Best Practices in Supplier Relationship Managementrs

- The SRM framework and its importance.
- Effective management of relationships, communication, and strategic alliances with suppliers.
- Use of technology to streamline SRM processes and the role of AI.

- Case studies of successful SRM implementation.

Module 7: Preparing for the Exam

- In-depth review of key concepts covered across all modules.
- Additional resources for the Supplier Relationship Management Certificate exam.
- Strategies and tips to maximize exam success.