



Supplier Relationship Management Masterclass

Supply Chain, Procurement & Logistics

QGT-SCM-168 | Masterclass | 5 or 10 days | Online, classroom, in-house

Course overview

Supplier Relationship Management Masterclass is a senior-level masterclass on strategy and performance in Supplier Relationship Management. It covers the principles, the requirements of CIPS and ASCM frameworks, Incoterms 2020 and ISO 28000, and the practical methods used on site, with case studies from operations in the Gulf, Africa and worldwide. Available online, in the classroom in 60 cities, or in-house.

What participants will be able to do

- Explain the principles, terminology and scope of Supplier Relationship Management
- Apply the relevant requirements of CIPS and ASCM frameworks, Incoterms 2020 and ISO 28000
- Use practical tools, checklists and calculations with confidence
- Recognise common problems, risks and root causes and choose the right corrective action
- Build a business case and roadmap their leadership team can act on

Who should attend

Designed for procurement, supply chain, warehouse and logistics professionals in senior and leadership roles.

Course outline (5 days)

Day 1: Strategic view of Supplier Relationship Management

Trends, regulation and what leading companies do differently

Day 2: Benchmarking and performance

KPIs, maturity models and gap analysis

Day 3: Lessons from major incidents and projects

Decision points that changed outcomes

Day 4: Leading the change

Building the business case, budget and team capability

Day 5: Masterclass forum

Expert panel, peer exchange and personal roadmap

What the 10-day edition adds

Day 6: Applied project, part 1 – Apply the week-one methods to a case from your organisation

Day 7: Data and digital tools – Software, spreadsheets and digital tools used in practice

Day 8: Lessons from incidents and audits – What investigations and audit findings teach

Day 9: Applied project, part 2 – Complete, test and refine your solution

Day 10: Presentations and final assessment – Present to the group and complete the final assessment

Fees (USD per participant)

Duration	Live online	Classroom	In-house
5 days	\$3,000	\$5,500	On quote
10 days	\$5,500	\$9,900	On quote

Fees include course material and certificate of completion; classroom fees include refreshments and lunch. In-house training is priced per group.

Dates and cities 2027–2030

Dates	City	Format	Duration	Fee
3–7 May 2027	Marrakech	Classroom	5 days	\$5,500
14–25 Jun 2027	Paris	Classroom	10 days	\$9,900
23–27 Aug 2027	Baku	Classroom	5 days	\$5,500
6–17 Sep 2027	Barcelona	Classroom	10 days	\$9,900
18–22 Oct 2027	Online (live)	Online (live)	5 days	\$3,000
17–21 Jul 2028	Barcelona	Classroom	5 days	\$5,500
4–15 Sep 2028	Frankfurt	Classroom	10 days	\$9,900
11–15 Sep 2028	Bangkok	Classroom	5 days	\$5,500
16–27 Oct 2028	Brussels	Classroom	10 days	\$9,900
30 Oct – 3 Nov 2028	Online (live)	Online (live)	5 days	\$3,000
12–16 Feb 2029	Tbilisi	Classroom	5 days	\$5,500
7–18 May 2029	Lisbon	Classroom	10 days	\$9,900
13–17 May 2029	Alexandria	Classroom	5 days	\$5,500
6–17 Aug 2029	Abu Dhabi	Classroom	10 days	\$9,900
8–12 Oct 2029	Online (live)	Online (live)	5 days	\$3,000
21–25 Jan 2030	Paris	Classroom	5 days	\$5,500
11–22 Mar 2030	Abu Dhabi	Classroom	10 days	\$9,900
1–5 Jul 2030	Toronto	Classroom	5 days	\$5,500
30 Sep – 11 Oct 2030	Sharjah	Classroom	10 days	\$9,900
28 Oct – 1 Nov 2030	Online (live)	Online (live)	5 days	\$3,000

How to register

Register online or scan the code

<https://qimmatrainig.com/courses/supplier-relationship-management-masterclass/>

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