

Supplier Relationship Management and Development

Purchasing, Logistics & Supply Chain Management Training Course

Course Overview

Supplier Relationship Management and Development: a 5-day professional training course from LTC Consultants, delivered in-classroom across Africa and live...

What You Will Achieve

- Explain the core principles and current good practice in Supplier Relationship Management and Development
- Apply practical tools and techniques for Supplier Relationship Management and Development in your own organisation
- Analyse real-world scenarios and select the right approach with confidence
- Avoid the common pitfalls that undermine Supplier Relationship Management and Development in practice
- Build a personal action plan to implement what you have learned

Who Should Attend

Directors, senior managers, heads of department, team leaders and high-potential professionals preparing for greater leadership responsibility.

Course Outline

1. Foundations of Supplier Relationship Management and Development: principles, terminology and context
2. The business case: why Supplier Relationship Management and Development matters to performance
3. Core tools, frameworks and methods
4. Applying the tools: guided case study and exercises
5. Common pitfalls and how experienced practitioners avoid them
6. Working with stakeholders: communication and influence
7. Measuring results and continuous improvement
8. Personal action planning and course review

Upcoming Dates and Fees

DATES	VENUE	FEE (PER DELEGATE)
14 to 18 Sep 2026	Cape Town	\$1,550
28 Sep to 2 Oct 2026	Nairobi	\$1,395
5 to 9 Oct 2026	Kampala	\$1,650
19 to 23 Oct 2026	Durban	\$1,550

2 to 6 Nov 2026	Accra	\$1,650
16 to 20 Nov 2026	Online	\$750
23 to 27 Nov 2026	Lagos	\$1,650
7 to 11 Dec 2026	Pretoria	\$1,395

LTC Consultants

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Every delegate receives a Certificate of Attendance. Group and in-house rates available on request.