

OPERATIONS & SUPPLY CHAIN | COURSE BROCHURE

Supplier Development Programmes

5 days | Classroom training | English

SMART HORIZON

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Explore current programmes

https://smart-horizon.eu



Course content

Why attend

Instead of switching suppliers, many organisations get better results by developing them. This course covers supplier development: selecting suppliers for development, capability assessments, joint improvement projects, technical support and training, incentives, measuring results and building strategic partnerships including local supplier development.

A capable supply base is a competitive advantage. You will learn to raise supplier performance in a structured way.

Professional Problems This Course Is Designed to Solve

• Difficulty translating subject knowledge into practical workplace decisions.
• Inconsistent approaches to the activities covered in the course outline.
• Lack of a structured plan for applying and reviewing new skills.

Course methodology

Assessment exercises, programme design workshops, case studies of supplier development and role plays.

Course objectives

By the end of this course, participants will be able to:
• Explain supplier development objectives
• Select suppliers for development
• Assess supplier capabilities
• Plan joint improvement projects
• Provide support and incentives
• Measure development outcomes

Target audience

This course is suitable for:
• Supplier development managers
• Procurement and quality managers
• Supply chain managers
• Local content officers
• Category managers



Course content

Target competencies

Participants will develop competencies in:

- Capability assessment
- Improvement planning
- Collaboration
- Supplier coaching
- Outcome measurement

Course outline

Day 1: Supplier Development

09:00–10:08	Why develop suppliers
10:08–11:00	Programme types
11:00–11:30	**Coffee break**
11:30–11:45	Programme types (continued)
11:45–12:53	Risks
12:53–14:00	Exercise

Day 2: Selection and Assessment

09:00–10:08	Selection criteria
10:08–11:00	Capability assessment
11:00–11:30	**Coffee break**
11:30–11:45	Capability assessment (continued)
11:45–12:53	Gap analysis
12:53–14:00	Workshop

Day 3: Improvement Projects

09:00–10:08	Joint project planning
10:08–11:00	Lean and quality support
11:00–11:30	**Coffee break**



Course content

11:30–11:45	Lean and quality support (continued)
11:45–12:53	Training suppliers
12:53–14:00	Exercise

Day 4: Incentives and Partnership

09:00–10:08	Incentives
10:08–11:00	Governance
11:00–11:30	**Coffee break**
11:30–11:45	Governance (continued)
11:45–12:53	Local supplier development
12:53–14:00	Case study

Day 5: Measuring Results

09:00–10:08	Metrics
10:08–11:00	Reviews
11:00–11:30	**Coffee break**
11:30–11:45	Reviews (continued)
11:45–12:53	Scaling the programme
12:53–14:00	Action plan

The timings provided are estimates and may vary depending on the number of participants and the discussions taking place during the sessions. They are indicative only and do not constitute a binding commitment.



Course content

Dates, venues and fees

Current published course plans. Fees are per participant in EUR, excluding unconfirmed taxes.

Venue	Start date	End date	Fee (EUR)
Vienna Confirmed dates	23 Nov 2026	27 Nov 2026	**€2,940.–**
Online Confirmed dates	23 Nov 2026	27 Nov 2026	**€1,250.–**
Dubai Confirmed dates	14 Dec 2026	18 Dec 2026	**€3,150.–**
Online Confirmed dates	14 Dec 2026	18 Dec 2026	**€1,250.–**
Istanbul Confirmed dates	18 Jan 2027	22 Jan 2027	**€2,650.–**
Online Confirmed dates	18 Jan 2027	22 Jan 2027	**€1,250.–**
Frankfurt Confirmed dates	1 Feb 2027	5 Feb 2027	**€2,650.–**
Online Confirmed dates	1 Feb 2027	5 Feb 2027	**€1,250.–**
Kuala Lumpur Confirmed dates	22 Feb 2027	26 Feb 2027	**€1,450.–**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Online Confirmed dates	22 Feb 2027	26 Feb 2027	**€1,250.–**
Rome Confirmed dates	15 Mar 2027	19 Mar 2027	**€2,450.–**
Online Confirmed dates	15 Mar 2027	19 Mar 2027	**€1,250.–**
Dubai Confirmed dates	5 Apr 2027	9 Apr 2027	**€3,150.–**
Online Confirmed dates	5 Apr 2027	9 Apr 2027	**€1,250.–**
Paris Confirmed dates	26 Apr 2027	30 Apr 2027	**€2,860.–**
Online Confirmed dates	26 Apr 2027	30 Apr 2027	**€1,250.–**
Amsterdam Confirmed dates	10 May 2027	14 May 2027	**€2,540.–**
Online Confirmed dates	10 May 2027	14 May 2027	**€1,250.–**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Rome Confirmed dates	31 May 2027	4 Jun 2027	**€2,450.-**
Online Confirmed dates	31 May 2027	4 Jun 2027	**€1,250.-**
Cape Town Confirmed dates	21 Jun 2027	25 Jun 2027	**€1,890.-**
Online Confirmed dates	21 Jun 2027	25 Jun 2027	**€1,250.-**
Dubai Confirmed dates	12 Jul 2027	16 Jul 2027	**€3,150.-**
Online Confirmed dates	12 Jul 2027	16 Jul 2027	**€1,250.-**
Cape Town Confirmed dates	2 Aug 2027	6 Aug 2027	**€1,890.-**
Online Confirmed dates	2 Aug 2027	6 Aug 2027	**€1,250.-**
Barcelona Confirmed dates	16 Aug 2027	20 Aug 2027	**€2,840.-**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Online Confirmed dates	16 Aug 2027	20 Aug 2027	**€1,250.-**
Cape Town Confirmed dates	6 Sept 2027	10 Sept 2027	**€1,890.-**
Online Confirmed dates	6 Sept 2027	10 Sept 2027	**€1,250.-**
London Confirmed dates	27 Sept 2027	1 Oct 2027	**€2,450.-**
Online Confirmed dates	27 Sept 2027	1 Oct 2027	**€1,250.-**
Rome Confirmed dates	18 Oct 2027	22 Oct 2027	**€2,450.-**
Online Confirmed dates	18 Oct 2027	22 Oct 2027	**€1,250.-**
London Confirmed dates	8 Nov 2027	12 Nov 2027	**€2,450.-**
Online Confirmed dates	8 Nov 2027	12 Nov 2027	**€1,250.-**



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Dates, venues and fees (continued)

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Vienna Confirmed dates	22 Nov 2027	26 Nov 2027	**€2,940.-**
Online Confirmed dates	22 Nov 2027	26 Nov 2027	**€1,250.-**
Barcelona Confirmed dates	13 Dec 2027	17 Dec 2027	**€2,840.-**
Online Confirmed dates	13 Dec 2027	17 Dec 2027	**€1,250.-**

Plan your next step

Dates, availability, exact venue, taxes, inclusions and payment terms require written confirmation. This brochure is not a quotation, registration, booking confirmation or visa invitation. Participants receive a Smart Horizon certificate of attendance; programmes are not externally accredited and do not award a professional qualification or designation. Confirm arrangements before booking travel.

For group or in-house training, contact our learning team to discuss your objectives and delivery arrangements.

Contact Smart Horizon

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View the latest course details online