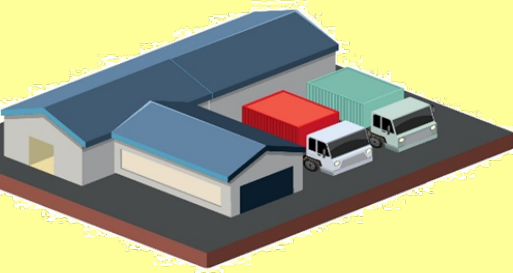
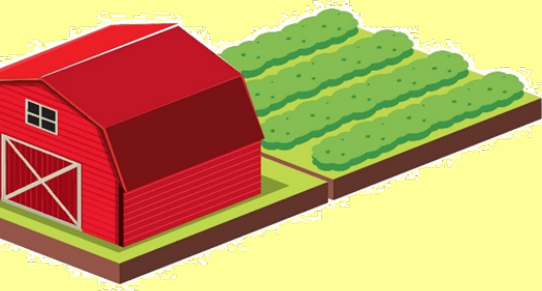




PREFERRED TRAINING NETWORKS



SUPPLY CHAIN RELATIONSHIP BUILDING

"The supply chain is the nerve center of the business." - Steve Jobs

Building effective relationships in a supply chain is essential to ensure timely and accurate deliveries of products. In this course, you'll learn the basics of relationship building, including how to foster trust, identify potential areas of improvement, develop team collaboration and handle complex negotiations. We'll explore best practices for communicating and responding to customer needs, as well as the importance of data-driven processes and analytics for forecasting and managing inventory. You'll create strategies for creating a positive supplier relationship, understanding the risks and benefits that come with different contractual arrangements. Finally, we'll discuss the role of technology and automation in streamlining your supply chain. Join us to make sure your supply chain is running smoothly and efficiently.

Key Course Content:

- Understand supply chain behaviour.
- Understand your supply chain's decision-making processes.
- Add value to your supply chain.
- Understand the value proposition of the supply chain.
- Develop rapport and build stronger relationships.
- Actively listen and use questioning skills to understand needs better.
- Position the value of the product or service rather than the price.
- Communicate better with different cultures.
- Break down communication silos.
- Effectively communicate with different generations and different personalities.
- Implement CRM strategies to develop long term relationships.



Target Audience:

The course can be tailored for the specific cohort whether it be the leadership team, another group of managers/team leaders or employees.



Duration:

This course is available as a 1-day course or a truncated half-day course.



Delivery:

This course can be delivered both in-person or virtually. For virtual delivery, we can use our virtual platforms or your organisations.



Group Size:

We recommend a group size of 4-10 people.

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