



**Programme on
Vendor/ Supplier Management**
Friday, March 8, 2019 • 9.30 a.m. to 5.00 p.m.

Venue: Torrent-AMA Management Centre, Core-AMA Management House, AMA Complex, ATIRA Campus, Ahmedabad

Vendors have become an important partner in the supply chain. Managing vendors and achieve optimum results by applying proven tactics and tools are essential for success. This programme will help you learn the skills needed to effectively manage vendors- their selection, development, monitoring and improvement. How to measure vendor performance and vendor satisfaction will be covered..

SEMINAR CONTENT

9.30 am to : **Functional Responsibilities of Buyers:**

11.00 am Improved Supplier Performance & Sourcing Excellence, Framework for Supply Strategy, Strategy for Routine items, Leverage items, Bottleneck items and Critical Items, Reverse Marketing: Know Your Suppliers (KYS), Supplier Relationship Management/ Managing Supplier Relationships.

11.15 am to : **Supplier Qualification Process:**

1.00 pm

- Vendor Identification, Selection & Approval: assessing their capabilities, short-listing, placement of development order and approval of capable vendors
- Vendor Quality Management: Analyzing and improving incoming quality - Process study and quality improvement of vendors - Self Certification/ Supplier Quality Assurance Programme.**Case Study**

2.00 pm to : **Vendor Negotiations:**

3.30 pm

- Preparation, Data Collection, Analyzing prices and costs - Setting targets and preparing strategy.
- Continuous Supplier/ Vendor Development: Vendor Improvement Programmes, extending technical and managerial assistance to upgrade the capability of the vendors in meeting the requirements relating to Quality, Cost and Delivery

3.45 pm to : **Supplier Evaluation:**

4.30 pm

- Vendor Assessment & Rating, Developing a Computerized Vendor Rating System & Vendor Performance Metrics & Score cards,
- Strategic Alliances & Partnerships: Key Supplier Account Management, Vendor Certification, Vendor Integration: Case Study and Exercise, **Measuring Supplier Satisfaction**

FACULTY : **Mr Ashok Sharma**, Bachelor of Technology from the Indian Institute of Technology (IIT, Delhi) MBA from the Faculty of Management Studies (FMS).

FEE : Rs.1600/- per participant inclusive of GST. Concession for Member 10%, Patron Member 20%. Fee includes course fee, cost of reading material, lunch & refreshment. The cheque may please be drawn in the name of 'Ahmedabad Management Association.'

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REGISTRATION FORM: Please fill-in and return this form along with participation fee to:

Ahmedabad Management Association, Dr. Vikram Sarabhai Marg, ATIRA Campus, Ahmedabad 380 015.

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E-mail: ama@amaIndia.org • Website: www.amaIndia.org • Android Mobile App: AMA-Ahmedabad amaIndia.org

Cheque should be drawn in favour of "**Ahmedabad Management Association**".

Name(s)	Position
1.	
2.	
Organization:	
GST No.:	AMA GST No.: 24AAATA 5881D1ZO
Address:	
	Pincode No.
Telephone(s):	Mobile:
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