



شركة ميرك العربية السعودية
MEIRC Saudi Arabia

Contracts, Procurement and Partnering

Course Objectives

- ↳ Gain a comprehensive overview of the key phases and elements of Contracts, Procurement and Partnering
- ↳ Learn strategies and techniques for improving the effectiveness of purchasing professionals•

Who Should Attend

- Procurement Officers I

Course Outline:

1. Introduction
2. Fundamentals of Contract Management
3. Contract Characterization
4. Standard Forms of Contracts
5. Key Phases of Contract Management
6. Supplier Evaluation and Selection
7. Buyer-Supplier Interface
8. Specific Requirements Identification
9. Getting Early Involvement
10. Supplier-Buyer Conditioning
11. Conditioning the Buyer
12. Keeping the Seller Selling
13. Conditioning the Seller
14. Expediting Skills
15. Role of Time in Competitive Advantage
16. Time Based Mapping
17. Managing Timeliness in the Logistics Pipeline
18. Method for Implementing Time-Based Practices
19. Expediting Skills
20. Role of Time in Competitive Advantage
21. Time Based Mapping
22. Managing Timeliness in the Logistics Pipeline
23. Method for Implementing Time-Based Practices
24. Risk Management
25. Identifying Vulnerabilities
26. Assessing the Risk
27. Managing the Risk
28. Vulnerability Analysis
29. Cost Reduction
30. Supplier Performance Monitoring
31. Qualitative Techniques for Rating Suppliers
32. Quantitative Techniques for Rating Suppliers
33. Ranking suppliers
34. Dispute Resolution
35. Group discussions
36. Simulations exercises
37. Case studies and problem solving exercises
38. Implementation issues and review