



# إدارة علاقات الموردين الاستراتيجية: بناء شراكات للنجاح



## إدارة علاقات الموردين الاستراتيجية: بناء شراكات للنجاح

الرجوع: 36367\_27232 التاريخ: 16 - 20 Mar 2027 الموقع: دبي - الراسخور: Road Zayed Sheikh Marriott by Inn Residence Euro 4500

### Course Overview:

The Accounts Receivable and Credit Policies Management Training Course is designed to empower finance and credit professionals with advanced knowledge and strategies to optimize accounts receivable processes, manage credit risks, and strengthen financial performance. This course integrates the principles of supplier relationship management and the latest supplier collaboration strategies to enhance the efficiency and reliability of accounts receivable systems. Participants will explore strategic supplier partnerships, learn about supplier segmentation methods, and develop skills for supplier evaluation processes to maintain a competitive edge. By emphasizing cost efficiency in supplier relationship management, supplier performance metrics, and operational excellence, this training ensures participants can align financial policies with strategic business goals. Key areas include managing supplier innovation partnerships, optimizing supplier communication best practices, and leveraging data-driven supplier decisions for enhanced credit policy management. This comprehensive course bridges financial expertise with operational strategies, offering tools to navigate dynamic markets effectively.

### Target Audience:

- Finance Managers
- Credit Analysts
- Accounts Receivable Specialists
- Financial Controllers
- Procurement Officers
- Business Operations Managers

### Targeted Organizational Departments:

- Finance and Accounting
- Procurement and Supply Chain
- Risk Management
- Credit Control and Collections
- Business Strategy and Operations

### Targeted Industries:

- Manufacturing
- Retail and E-commerce
- Logistics and Supply Chain
- Financial Services
- Healthcare
- Technology

## Course Offerings:

By the end of this course, participants will be able to:

- Apply supplier relationship management best practices to accounts receivable processes.
- Develop and implement supplier evaluation processes for credit management.
- Design credit policies that foster supplier trust and minimize risks.
- Utilize data-driven supplier decisions to enhance financial performance.
- Establish strategic supplier partnerships to improve cash flow.

## Training Methodology:

The course employs interactive methodologies, including real-world case studies, group discussions, role-playing, and hands-on exercises. Sessions focus on integrating supplier segmentation methods with accounts receivable frameworks and using supplier performance metrics to build robust financial systems. Participants will engage in data-driven analysis and simulations, ensuring the practical application of concepts.

## Course Toolbox:

- Comprehensive ebooks
- Access to supplier evaluation templates
- Online resources for supplier relationship management practices
- Checklists for implementing supplier communication best practices

## Course Agenda:

### Day 1: Foundations of Supplier Relationship Management

- Introduction to Supplier Relationship Management SRM Topic 1:
- Understanding Supplier Collaboration Strategies Topic 2:
- Strategic Supplier Partnerships: Key Concepts and Benefits Topic 3:
- Supplier Segmentation Methods and Their Role in SRM Topic 4:
- Building Supplier Trust for Long-Term Success Topic 5:
- Overview of Operational Capabilities in SRM Topic 6:
- Discuss key takeaways and their application to real-world scenarios. Reflection & Review:

## Day 2: Enhancing Supplier Engagement and Evaluation

- Techniques for Effective Supplier Communication Topic 1: •
- Implementing Supplier Evaluation Processes Topic 2: •
- Supplier Performance Metrics and Their Role in SRM Topic 3: •
- Managing Supplier Contracts: Best Practices Topic 4: •
- Supplier Innovation Partnerships for Competitive Advantage Topic 5: •
- Addressing Supplier Risk Management Challenges Topic 6: •
- Analyze participant insights and refine strategies for supplier engagement. Reflection & Review: •

## Day 3: Operational Excellence and Cost Efficiency in SRM

- Achieving Operational Excellence in SRM Topic 1: •
- Cost Efficiency Strategies in Supplier Management Topic 2: •
- Supplier Delivery Optimization for Improved Supply Chain Performance Topic 3: •
- Leveraging Data-Driven Supplier Decisions Topic 4: •
- Quality Assurance in Supplier Management Processes Topic 5: •
- Advanced Practices for Enhancing Supply Chain Collaboration Topic 6: •
- Review day's discussions and explore practical applications. Reflection & Review: •

## Day 4: Strategic Sourcing and Long-Term Supplier Relationships

- Strategic Sourcing Techniques for Sustainable Supply Chains Topic 1: •
- Building and Managing Long-Term Supplier Relationships Topic 2: •
- Supplier Relationship Lifecycle: Stages and Strategies Topic 3: •
- Supplier Network Optimization for Better Results Topic 4: •
- Competitive Intensity and Its Impact on Supplier Engagement Topic 5: •
- Sustainability Practices in Supplier Management Topic 6: •
- Share lessons learned and refine long-term strategies. Reflection & Review: •

## Day 5: Future Trends and Advanced SRM Practices

- Integrating Supplier Innovation Partnerships into SRM Strategies Topic 1: •
- Managing Supply Chain Disruptions with Effective SRM Topic 2: •
- Value Creation Through Strategic Supplier Partnerships Topic 3: •
- Supplier Flexibility Management in Dynamic Markets Topic 4: •
- SRM Best Practices for Competitive Advantage Topic 5: •
- Practical Framework for Advanced Supplier Engagement Strategies Topic 6: •
- Summarize course highlights and create an action plan for implementation. Reflection & Review: •

## How This Course is Different:

This course uniquely combines advanced supplier relationship management strategies with practical accounts receivable management techniques. Unlike standard financial training, it emphasizes the integration of supplier segmentation methods, supplier performance metrics, and strategic sourcing techniques to address credit policy challenges. Participants gain access to cutting-edge methods for data-driven supplier decisions, ensuring immediate impact on their organizations' financial health and operational performance.



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## فئات الدورات التدريبية



HR TRAINING &  
DEVELOPMENT

دورات إدارة و تطوير الموارد البشرية



دورات إدارة و تحليل البيانات ودورات علم  
البيانات



دورات إدارة الجودة وتطوير العمليات



الدورات التدريبية في مجال البيئة والاستدامة



دورات التسويق وإدارة علاقات العملاء وإدارة  
المبيعات



دورات التدريب القانوني والمشتريات  
والتعاقدات



دورات الاتصال الجماهيري و السياسات  
والعلاقات العامة



دورات النظم السيبراني ودورات تقنية  
المعلومات



دورات الصيانة ودورات المجالات الهندسية  
المتنوعة



دورات الصحة والسلامة والأمن المهني



دورات السكرتارية و إدارة المكاتب



دورات الحوكمة وإدارة المخاطر والامتثال



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## فئات الدورات التدريبية



دورات معتمدة من قبل هيئات دولية



دورات في مجالات القيادة والإدارة



دورات المهارات الشخصية وتطوير الذات



دورات المحاسبة و التمويل و دورات الإدارة  
المالية



دورات مكتب إدارة المشاريع وإدارة المشاريع  
الرشيقية

## مدن التدريب



أمستردام - هولندا



أكرا - غانا



أثينا - اليونان



أبوظبي - الإمارات العربية المتحدة



الدوحة - قطر



الدار البيضاء - المغرب



الجبيل - المملكة العربية السعودية



استنبول - تركيا



المنامة - مملكة البحرين



الكويت - الكويت



القاهرة - مصر



الرياض - المملكة العربية السعودية



بانكوك - تايلند



بالي - جمهورية اندونيسيا



بأكو - أذربيجان



باريس - فرنسا

## مدن التدريب



بورنو - البرتغال



برلين - ألمانيا



برشلونة - إسبانيا



براغ - جمهورية التشيك



جنيف - سويسرا



جاكرتا - جمهورية إندونيسيا



تيليسي - جورجيا



بوكيت - تايلاند



زنجبار - تنزانيا



روما - إيطاليا



دبي - الإمارات العربية المتحدة



جوهانسبرغ - جنوب إفريقيا



شمر الشيخ - مصر



سيول - كوريا الجنوبية



سنغافورة - سنغافورة



سان دييغو - الولايات المتحدة الأمريكية

## مدن التدريب



طوكيو - اليابان



طشقند - أوزبكستان



طرابزون - تركيا



شيكاغو - الولايات المتحدة  
الأمريكية



فيينا - النمسا



فرانكفورت - ألمانيا



عن بعد - منصة زووم



عمان - المملكة الأردنية الهاشمية



لشبونة - البرتغال



لانكاوي - ماليزيا



كاب تاون - جنوب إفريقيا



كوالالمبور - ماليزيا



مسقط - سلطنة عمان



مدريد - إسبانيا



ماربيا - إسبانيا



لندن - المملكة المتحدة

## مدن التدريب



نيروبي - كينيا



ميونخ - ألمانيا



ميلان - إيطاليا



مونترنو - سويسرا



نيس - فرنسا

# WHO WE ARE

Agile Leaders is a renowned training center with a team of experienced experts in vocational training and development. With 20 years of industry experience, we are committed to helping executives and managers replace traditional practices with more effective and agile approaches.

## OUR VISION

We aspire to be the top choice training provider for organizations seeking to embrace agile business practices. As we progress towards our vision, our focus becomes increasingly customer-centric and agile.

## OUR MISSION

We are dedicated to developing value-adding, customer-centric agile training courses that deliver a clear return on investment. Guided by our core agile values, we ensure our training is actionable and impactful.

## WHAT DO WE OFFER

At Agile Leaders, we offer agile, bite-sized training courses that provide a real-life return on investment. Our courses focus on enhancing knowledge, improving skills, and changing attitudes. We achieve this through engaging and interactive training techniques, including Q&As, live discussions, games, and puzzles.



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## CONTACT US

 UAE, Dubai Investment Park First

 +971585964727  
 +447700176600

 [sales@agile4training.com](mailto:sales@agile4training.com)