

A low-angle photograph of the Tower Bridge in London, showing its blue steel structure and Gothic-style towers against a clear blue sky. The bridge's walkway is visible in the foreground, and the city skyline is seen in the background across the river.

Market leading purchasing education

Managing Supply Networks – Category management and Relations development

It is no longer companies that are competing with each other. Now it is whole groups of companies that compete: “partner networks,” “value networks” or “Supply Networks”.

One of the strongest trends in today’s business sector is the increased network cooperation between different players in the supply chains. The ones who succeed best in organizing and running their supply networks win!

Managing Supply Networks – Category management and Relations development

- How to utilise competitive advantages in the supply network
- Selection of sourcing and relations strategy
- The art of cooperating operatively
- How to develop cooperation strategically.



Managing Supply Networks

It's all about having a superior ability to organize, control and develop your own supply network. During the course, strategic tools for both purchasers and logisticians will be presented and you will learn how to create and maintain competitive advantages through your supplier base. Through practical examples it will be shown how to systematically organize suppliers and select sourcing and relations strategies based on your own company's conditions.

(Managing Supply Networks is included in the certification program in logistics and purchasing, CLSilf[®] and CISilf[®] respectively, but are also given as an independent course.)

Contents

- Supply function's role
- Analysis and development of supply strategies
- Develop supply networks, joint purchasing, relations strategy
- Operative cooperation, with a focus on logistics cooperation
- Who does what? Outsourcing and insourcing
- Development work

Purpose and educational objectives

The course will give you comprehensive knowledge about how you can create competitive advantages through cooperation with, and development of, your network of suppliers, partners and customers.

Who should attend?

The course is aimed at people who work with supplier relations and purchasing and logistics in companies or organisations that have extensive material and/or service supply.



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