

Managing Vendor Partnerships - Workshop Highlights

"Good course for someone who is changing roles from managing people to managing suppliers."

"The instructor was well versed and did an outstanding job of leading the session."

"I liked the checklists of items to consider in each of the phases."

"(I learned the) importance of stepping back and looking at end to end for full process, developing change agents and communication plan, and identification of new skills needed for managing vendor partnerships."

"Individual assessment and action plan are great tools to record ideas and develop action plans."

"Provided good atmosphere to think through how you can improve your current situation in managing existing vendor partnerships. You will get some good insights and nuggets that you will be able to use in your existing vendor partnerships."

"I really liked having different levels of management in the class together. Good to have a variety of services and people in various stages of the process to compare against."

"The workshop is especially good for people to attend who have immediate sourcing requirements."

"(I learned the) importance of governance, managing cultural and demographic differences, and managing the supplier."

"This course gave me a lot of valuable information that I can start applying right away!"

"Good course for developing and improving good supplier relations regardless of phase (supplier selection to wind down)."

"Good class for any colleagues who have responsibilities in dealing with vendor contracts. Informative from discussions and experiences of others shared in class."

"(I learned the) key to sourcing is the Sourcing Strategy and how to gain buy-in when transitioning to outsourcing."

"Well worth the time to attend."