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CANBERRA

Short Courses – Lifelong Learning @ UNSW Canberra

Procurement and Supplier Management

Why Procurement and Supplier Management?

Interactions with suppliers are often seen as a source of cost for the buyer organisation, but they don't have to be. Indeed, they can be key sources of value.

In this two-day short course, we focus on developing and maintaining value-enhancing relationships with suppliers. We first consider what a supplier relationship is and how this relates to the purchase/ procurement situation. We then explore the factors that determine the profile of supplier relationships and use these as a basis for deciding on and building the supplier relationships of most value to the organisation. Lastly, we consider the social dynamics that characterise supplier relationships and how to shape these to maximize value co-creation.

Overall, participants will gain a toolkit that will help them manage supplier relationships strategically.



Your course expert lead:

Associate Professor Daniel Prior - School of Business – UNSW Canberra

Associate Professor Daniel D Prior FAMI CPM SFHEA is the Director of the Supply Chain Sustainment Research Group at UNSW Canberra.

Daniel has spent the past twenty five years researching, consulting and working in roles that involve buyer-supplier management. Daniel is the author of 'Organisational Buying: A Multidisciplinary Perspective' (Palgrave, 2021). Daniel's research appears in academic journals like Industrial Marketing Management, Enterprise Information Systems, Knowledge-Based Systems, IEEE Transactions on Soft Computing, the Journal of Business and Industrial Marketing as well as other outlets.



Who is this course for?

This short course is primarily designed for government department procurement and supply chain management professionals (APS 5 – EL2). The course is also relevant to any professionals working in the Procurement and supply chain management industry.

Attendees would benefit from some experience working in supply chain management, procurement, contract management and/ or related areas.

What will you learn?

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

- Define a supplier relationship and explain how supplier relationships differ depending on purchase situation
- Profile supplier relationships according to a range of parameters most relevant to an organisation
- Recommend approaches to attracting, maintaining, developing and/ or terminating supplier relationships
- Explain how social dynamics shape supplier relationships and determine the extent and format of value co-creation

How can this be tailored to you?

We are all about providing career-long transformation and becoming your education partner of choice—because great partnerships never go out of style.

Together, we will establish a clear foundation and working partnership, where your insights and needs are at the forefront of our collaborative short course design. We'll create tailored learning experiences that meet your needs where they are and when they are needed.

By partnering with us, you'll have access to UNSW Academics to lead your learning experiences. You'll also be able to tap into our extensive UNSW community and access opportunities for knowledge exchange, Alumni groups and our enduring partnerships network.

Get in touch and speak to someone about what short courses can do for you and your organisation



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