

▶ **PM036 – Vendor Relationship Management**

This workshop was designed to provide a practical structure to assist you to effectively manage vendor and partner relationships. In this seminar, we will explore this topic the buyer and the seller perspectives.

“Vendor relationships are not unlike marriages. You have good days and bad days. It’s how the relationship survives these peaks and valleys that proves the value of the relationship and cements a commitment from both parties – if you have to pull out the contract... it’s too late”

In this seminar, you will get refreshing insights into this important aspect of projects, gain invaluable tips and techniques, and have a great deal of fun. In this seminar you will learn:

- ✓ Keys to successful partnerships and vendor-seller relationships
- ✓ How to obtain commitment and buy-in from both parties
- ✓ Tips and Techniques for sustaining the relationship through the project
- ✓ How to effectively analyze contracts and statements of work
- ✓ How to prevent issues by managing the contract proactively
- ✓ How to diagnose issues for quick and long lasting resolution
- ✓ The use of critical thinking tools and techniques for better vendor management

FYI: This course is also covered within the University of Ontario Masters Qualification in Project & Portfolio Management offered in partnership with Bay3000.

Knowledge Areas: Integration, Time, Cost, Quality, Procurement, Human Resources, Communications, Risk, Scope.