

# Course : Managing and developing a supplier portfolio certification course

Skills block of an RNCP qualification

Practical course - 9d - 63h00 - Ref. ZFP

Price : 4030 € E.T.

NEW

Ce parcours de formation représente le deuxième bloc de compétences constituant le titre certifié de niveau 7 (Bac +5) "Manager de la performance achat" reconnu par l'État. Ce parcours vous permettra d'acquérir les compétences nécessaires à la gestion et au développement d'un portefeuille de fournisseurs performants. Vous verrez l'ensemble des processus pour identifier, sélectionner, évaluer, négocier et collaborer avec des fournisseurs.

## Teaching objectives

At the end of the training, the participant will be able to:

- ✓ Understand the importance of the purchasing function within the company
- ✓ Define the right needs and draw up specifications
- ✓ Identify and select the right suppliers
- ✓ Managing supplier relationships over time
- ✓ Ensure regulatory compliance of service providers
- ✓ Preparing and organizing purchasing negotiations
- ✓ Mastering negotiation stages and techniques
- ✓ Implement a supplier selection and evaluation process
- ✓ Define performance monitoring and evaluation indicators
- ✓ Anticipating incident management

## Intended audience

Anyone wishing to manage and develop a supplier portfolio.

## Prerequisites

Hold a level 6, 5 or 4 diploma in a field related to purchasing / procurement / supply chain, with corresponding professional experience (12, 24 or 48 months depending on level). All other applications will be considered on a case-by-case basis.

### PARTICIPANTS

Anyone wishing to manage and develop a supplier portfolio.

### PREREQUISITES

Hold a level 6, 5 or 4 diploma in a field related to purchasing / procurement / supply chain, with corresponding professional experience (12, 24 or 48 months depending on level). All other applications will be considered on a case-by-case basis.

### TRAINER QUALIFICATIONS

The experts leading the training are specialists in the covered subjects. They have been approved by our instructional teams for both their professional knowledge and their teaching ability, for each course they teach. They have at least five to ten years of experience in their field and hold (or have held) decision-making positions in companies.

### ASSESSMENT TERMS

The trainer evaluates each participant's academic progress throughout the training using multiple choice, scenarios, hands-on work and more. Participants also complete a placement test before and after the course to measure the skills they've developed.

## Certification

Bloc de compétences "Gérer et développer un portefeuille de fournisseurs", de la certification professionnelle "Manager de la performance achat", délivrée par ESGCV et enregistrée au répertoire national des certifications professionnelles, sous le numéro 39238, par décision du directeur général de France Compétences en date du 27/06/2024.

## Course contents

This course consists of the following modules :

### Keys to the Purchasing Function

Ref. ACH - 2 days



4 / 5

### Better Managing Your Purchases

Ref. AEN - 2 days



4 / 5

### Certification Manage and develop a supplier portfolio

Ref. ZPZ - 1 day

## Course schedule

### 1 The keys to the purchasing function

- Purchasing function and buyer skills.
- Define and analyze needs.
- Identify and select suppliers.
- Consult and analyze bids.
- Negotiate.
- Contractualize.
- Monitor and improve performance.

### 2 Analyze and evaluate suppliers and service providers

- Define the supplier profile corresponding to your purchasing strategy.
- Pre-evaluate suppliers before delivery.
- Evaluate suppliers after delivery.
- Long-term supplier relations.

### 3 Better purchasing negotiation

- Situate negotiation within the purchasing process.
- The fundamentals of purchasing negotiation.
- Know your communication style and positioning.
- Prepare effectively for negotiations.
- Conduct and master the negotiation interview.
- How to conclude a negotiation.

### 4 Optimizing the performance of suppliers and subcontractors

- Select suppliers and subcontractors.
- Performance monitoring: tools and methods.
- Supplier quality assurance (AQP/AQF).
- Managing non-compliance with commitments.

## Dates and locations

## TEACHING AIDS AND TECHNICAL RESOURCES

- The main teaching aids and instructional methods used in the training are audiovisual aids, documentation and course material, hands-on application exercises and corrected exercises for practical training courses, case studies and coverage of real cases for training seminars.
- At the end of each course or seminar, ORSYS provides participants with a course evaluation questionnaire that is analysed by our instructional teams.
- A check-in sheet for each half-day of attendance is provided at the end of the training, along with a course completion certificate if the trainee attended the entire session.

## TERMS AND DEADLINES

Registration must be completed 24 hours before the start of the training.

## ACCESSIBILITY FOR PEOPLE WITH DISABILITIES

Do you need special accessibility accommodations? Contact Mrs. Fosse, Disability Manager, at [psh-accueil@orsys.fr](mailto:psh-accueil@orsys.fr) to review your request and its feasibility.

**REMOTE CLASS**

2026: 30 Mar., 30 Mar., 22 June, 22 June,  
22 June, 5 Oct., 5 Oct., 14 Dec., 14 Dec., 14 Dec.

**PARIS LA DÉFENSE**

2026: 30 Mar., 22 June, 5 Oct., 14 Dec.

**BRUXELLES**

2026: 22 June, 22 June, 14 Dec., 14 Dec.

**LUXEMBOURG**

2026: 22 June, 14 Dec.