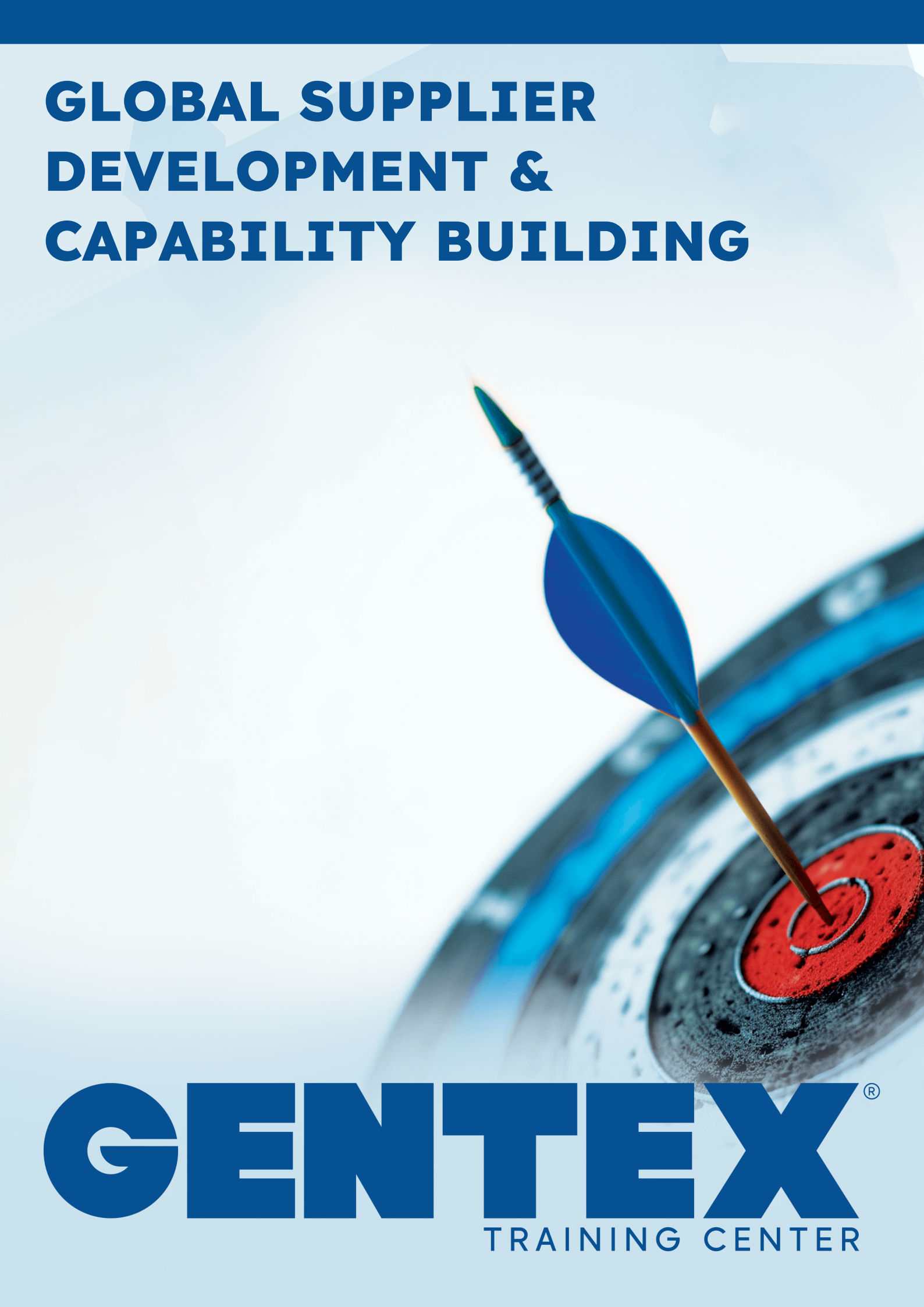
GLOBAL SUPPLIER DEVELOPMENT & CAPABILITY BUILDING



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TRAINING CENTER

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Introduction

Global Supplier Development & Capability Building Training Course equips procurement and supply chain leaders to raise the performance of suppliers in different markets, cultures, and regulatory environments. Buying globally brings cost and capacity advantages, but it also brings variability in quality, delivery, and compliance. This programme sets out how to assess a supplier's true capability, design a development plan, and measure progress against agreed targets. Participants work with maturity assessments, gap analysis, joint improvement projects, and quality tools such as root cause analysis and statistical process control. Furthermore, the course covers cross-cultural communication, local regulatory requirements, and financial capability support. In addition, it addresses supplier exit when development fails. As a result, attendees can build a stronger, more reliable global supply base.

Global Supplier Development & Capability Building Course Objectives

- Assess supplier capability using structured maturity models and gap analysis.
- Build supplier development plans with clear objectives, milestones, and owners.
- Apply quality improvement tools, including root cause analysis, Pareto analysis, and statistical process control.
- Run joint improvement projects using lean and Six Sigma methods.
- Apply total cost of ownership analysis to supplier development decisions.
- Address cross-cultural communication and working practice differences.
- Support supplier financial capability through payment terms and financing structures.
- Apply environmental, social, and governance requirements to global suppliers.
- Manage supplier audits, corrective action requests, and verification of closure.
- Plan supplier exit and transition when development targets are not met.

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Course Methodology

- Case studies on supplier development programmes in emerging markets.
- Maturity assessment and gap analysis exercises on real supplier profiles.
- Joint improvement project simulations using lean and Six Sigma tools.
- Group work on corrective action plans and verification routines.
- Role-play of cross-cultural development meetings and supplier reviews.

Who Should Take This Course

- Supplier development and quality engineers.
- Procurement and category managers with global supply bases.
- Supply chain and sourcing leaders.
- Quality assurance and continuous improvement professionals.
- Operations and manufacturing managers.
- ESG and compliance officers working with suppliers.
- Consultants advising on global sourcing programmes.

Global Supplier Development & Capability Building Course Outlines

Day 1: Assessing Global Supplier Capability

- Capability dimensions: quality, delivery, cost, technology, and management.
- Supplier maturity models and capability scoring.
- On-site assessment and audit preparation.
- Gap analysis and prioritisation of development needs.

- Cultural, legal, and infrastructure differences across markets.
- Building the business case for supplier development investment.
- Workshop: assessing a supplier profile and ranking development needs.

Day 2: Development Planning and Joint Improvement

- Designing a supplier development plan with objectives and milestones.
- Roles: supplier owner, development engineer, and executive sponsor.
- Joint improvement projects and shared accountability.
- Lean tools: value stream mapping, 5S, and kaizen events.
- Six Sigma methods: DMAIC and design of experiments basics.
- Project charters, baselines, and benefit tracking.
- Exercise: drafting a joint improvement project charter.

Day 3: Quality Tools and Corrective Action

- Root cause analysis: the five whys and fishbone diagrams.
- Pareto analysis and prioritisation of defects.
- Statistical process control and capability indices.
- Measurement system analysis and inspection planning.
- Supplier corrective action requests and closure verification.
- Quality management system alignment with ISO 9001 principles.
- Workshop: investigating a recurring quality failure and issuing a corrective action.

Day 4: Cross-Cultural Working and Commercial Support

- Cross-cultural communication and negotiation differences.

- Managing time zones, language, and reporting expectations.
- Capacity building through training and technical assistance.
- Total cost of ownership analysis in development decisions.
- Payment terms, financing, and working capital support.
- ESG and labour practice requirements in global supply chains.
- Role-play: running a development review with an overseas supplier.

Day 5: Governance, Verification, and Exit

- Governance of supplier development programmes and steering reviews.
- Key performance indicators for development progress.
- Verification audits and evidence requirements.
- Recognition, incentives, and long-term partnership agreements.
- Escalation and exit planning when targets are missed.
- Transition management and knowledge transfer.
- Capstone: presenting a global supplier development strategy.

Conclusion

By successfully completing Global Supplier Development & Capability Building Training Course, participants will gain a structured approach to raising supplier capability across international markets. They will acquire the ability to assess maturity, design development plans, apply quality and lean tools, and verify improvement through audits. As a result, they can build a global supply base that meets quality, cost, and compliance expectations. Gentex Training Center delivers this programme with a strong focus on practical assessment and real supplier cases.

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FAQs for the Global Supplier Development & Capability Building course

Q1 What is the "Global Supplier Development & Capability Building" course about?

It explains how to assess and improve the capability of suppliers across different countries and markets, covering maturity assessment, development planning, quality and lean improvement tools, cross-cultural working, verification, and exit planning.

Q2 What are the key benefits of the "Global Supplier Development & Capability Building" course?

Participants raise supplier quality and delivery reliability, reduce hidden costs of poor performance, and build long-term partners rather than replacing suppliers repeatedly. They also improve compliance and ESG performance across a global supply base.

Q3 What skills will I gain from the "Global Supplier Development & Capability Building" course?

Supplier capability assessment using maturity models and gap analysis; development plan design with objectives, milestones, and joint improvement projects; quality improvement using root cause analysis, Pareto analysis, and statistical process control; and governance, verification auditing, and exit and transition planning.

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Q4 What tools, methods, or standards are covered in the "Global Supplier Development & Capability Building" course?

The course covers supplier maturity models and capability scoring, gap analysis, value stream mapping, 5S and kaizen, Six Sigma DMAIC and design of experiments basics, project charters, the five whys, fishbone diagrams, Pareto analysis, statistical process control and capability indices, measurement system analysis, supplier corrective action requests, ISO 9001 quality management principles, total cost of ownership analysis, and ESG and labour practice requirements.

Q5 How is the "Global Supplier Development & Capability Building" course applied in real-world practice?

Participants assess a supplier profile and rank development needs, draft a joint improvement project charter, investigate a recurring quality failure and issue a corrective action, run a development review with an overseas supplier, and present a global supplier development strategy. Each task mirrors the work of supplier development teams.