GLOBAL SUPPLIER SELECTION & EVALUATION TECHNIQUES



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Introduction

Global Supplier Selection & Evaluation Techniques Training Course gives procurement teams a repeatable method for choosing the right supplier in any market. Selection errors are expensive: they surface later as quality failures, delivery delays, and contract disputes. This programme builds a structured process from requirement definition through market analysis, prequalification, evaluation criteria, and award recommendation. Participants work with weighted scoring models, total cost of ownership, financial health screening, and capability assessment. Furthermore, the course covers request for information, request for proposal, and e-auction techniques used in global sourcing. In addition, it addresses due diligence, compliance screening, and award justification. As a result, attendees can select suppliers on evidence rather than impression.

Global Supplier Selection & Evaluation Techniques Course Objectives

- Define clear requirements and specifications before approaching the market.
- Conduct supplier market analysis and identify qualified candidate pools.
- Prepare and evaluate request for information and request for proposal documents.
- Apply prequalification criteria covering capability, capacity, and compliance.
- Build weighted scoring models with defined evaluation criteria and weightings.
- Apply total cost of ownership analysis instead of lowest-price comparison.
- Assess supplier financial health using credit, liquidity, and stability indicators.
- Evaluate technical, quality, and environmental capability through structured assessment.
- Apply due diligence, sanctions, and compliance screening to candidate suppliers.
- Prepare award recommendations with documented justification and governance approval.

Course Methodology

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- Case studies on global supplier selection decisions and their consequences.
- Hands-on exercises in weighted scoring model design and bid evaluation.
- Prequalification and due diligence workshops on real supplier profiles.
- Group work on award recommendation papers and evaluation committee preparation.
- Simulation of an evaluation committee meeting and award decision.

Who Should Take This Course

- Procurement and sourcing managers.
- Category managers and buyers.
- Tender and bid evaluation team members.
- Supply chain and vendor qualification specialists.
- Quality and technical evaluation staff.
- Compliance and due diligence officers.
- Consultants advising on global sourcing programmes.

Global Supplier Selection & Evaluation Techniques Course Outlines

Day 1: Requirements, Specifications, and Market Analysis

- Translating business needs into clear requirements.
- Specification writing: functional, technical, and performance-based.
- Make, buy, or partner analysis before market engagement.
- Global market analysis and supply base mapping.

- Identifying candidate suppliers and market risks.
- Local content, regulatory, and logistics considerations.
- Workshop: drafting a requirement specification and supplier long list.

Day 2: Prequalification and Supplier Screening

- Prequalification criteria: capability, capacity, financial, and compliance.
- Request for information design and response analysis.
- Financial health screening using credit and liquidity indicators.
- Quality management system and certification verification.
- Sanctions, anti-bribery, and adverse media screening.
- Environmental, social, and governance prequalification checks.
- Exercise: prequalifying a supplier pool against defined criteria.

Day 3: Tender Documents and Evaluation Criteria

- Request for proposal structure and evaluation instructions.
- Technical versus commercial envelope separation.
- Defining evaluation criteria, weightings, and scoring scales.
- Mandatory requirements versus scored requirements.
- Bid clarification, deviation handling, and non-conformity treatment.
- E-auctions and electronic sourcing platforms in global tenders.
- Workshop: building an evaluation matrix with weightings.

Day 4: Cost, Capability, and Award Analysis

- Total cost of ownership components in global sourcing.
- Should-cost analysis and price benchmarking.

- Capability assessment: technical, quality, and delivery performance.
- Risk-adjusted evaluation and scenario comparison.
- Reference checks, site visits, and sample evaluation.
- Preparing the award recommendation with rationale.
- Case exercise: evaluating three bids and recommending an award.

Day 5: Governance, Approval, and Contract Award

- Evaluation committee composition and independence.
- Conflict of interest management and confidentiality.
- Award approval thresholds and delegation of authority.
- Negotiation of final terms with the preferred supplier.
- Debriefing unsuccessful bidders and handling challenges.
- Contract award, onboarding, and supplier registration.
- Capstone: presenting a complete selection and evaluation report.

Conclusion

By successfully completing Global Supplier Selection & Evaluation Techniques Training Course, participants will gain a structured command of supplier selection from requirement definition to contract award. They will acquire the ability to prequalify suppliers, design evaluation criteria, apply total cost of ownership analysis, screen financial and compliance risk, and justify an award decision. As a result, they can select suppliers on documented evidence and reduce downstream performance risk. Gentex Training Center delivers this programme with a strong focus on practical evaluation tools and real tender cases.

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FAQs for the Global Supplier Selection & Evaluation Techniques course

Q1 What is the "Global Supplier Selection & Evaluation Techniques" course about?

It covers the process of choosing suppliers in global markets, from requirement definition and market analysis through prequalification, tender evaluation, cost and capability analysis, and contract award.

Q2 What are the key benefits of the "Global Supplier Selection & Evaluation Techniques" course?

Participants choose suppliers on documented evidence rather than impression, reduce the risk of poor-performance suppliers entering the supply base, and defend award decisions against internal challenge. They also improve the accuracy of cost comparisons through total cost of ownership analysis.

Q3 What skills will I gain from the "Global Supplier Selection & Evaluation Techniques" course?

Requirement specification and global market analysis; supplier prequalification and screening covering capability, financial health, and compliance; weighted scoring model and evaluation matrix design; and total cost of ownership analysis, bid evaluation, and award recommendation with documented justification.

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Q4 What tools, methods, or standards are covered in the "Global Supplier Selection & Evaluation Techniques" course?

The course covers functional, technical and performance-based specification writing, make-buy-partner analysis, supply base mapping, request for information and request for proposal design, prequalification criteria, financial health screening using credit and liquidity indicators, quality management system and certification verification, sanctions and anti-bribery screening with adverse media checks, ESG prequalification, mandatory versus scored requirement treatment, weighted scoring scales, e-auctions and electronic sourcing platforms, total cost of ownership components, should-cost analysis and price benchmarking, risk-adjusted evaluation, award approval thresholds and delegation of authority, and conflict of interest management.

Q5 How is the "Global Supplier Selection & Evaluation Techniques" course applied in real-world practice?

Participants draft a requirement specification and supplier long list, prequalify a supplier pool against defined criteria, build an evaluation matrix with weightings, evaluate three bids and recommend an award, and present a complete selection report. Each exercise mirrors the work of tender evaluation and procurement committees.