

Establish strategic relationships within the supply chain

Overview

This standard is about establishing strategic relationships within the supply chain. It involves reviewing current strategic relationships and identifying opportunities for establishing new relationships. It includes exploring the benefits and risks of new relationships as well as assessing their impact.

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This standard is for supply chain practitioners. They could, for example, be in purchasing, freight logistics operations or transport management roles.

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Performance criteria

You must be able to:

1. review and evaluate existing strategic relationships within the **supply chain**
2. maintain and improve existing strategic relationships within the **supply chain**
3. identify opportunities for establishing new strategic relationships within the **supply chain**
4. evaluate the benefits and risks of establishing new strategic relationships within the **supply chain**
5. establish new strategic relationships within the **supply chain**
6. assess the impact of new strategic relationships on existing ones within the **supply chain**

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Knowledge and understanding

You need to know and understand:

1. your organisation's strategic aims, objectives and activities in relation to the supply chain
2. the types of **supply chain** management theories, models and practices
3. how to review the existing strategic relationships within the supply chain
4. the types of performance measurement and benchmarking theories, models and practices used in the **supply chain**
5. how to identify opportunities for establishing new strategic relationships within the **supply chain**
6. the relevant industry-specific networks, sources of information and networking methods and procedures
7. the types of cost benefit analysis methods and procedures
8. the types of risk analysis methods and procedures
9. the key challenges of the **supply chain** and the ways of mitigating these challenges
10. the types of evaluation methods and procedures
11. how to establish the impact of new strategic relationships on existing ones within the **supply chain**
12. the **stakeholder** management methods and procedures used by your organisation

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Glossary

- **Stakeholders:** all organisations or individuals who have a vested interest in the organisation
- **Supply chain:** procurement, purchasing and supply, logistics, transport, and operations management, within and between international boundaries

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