



Your course expert lead:

Associate Professor Daniel Prior - School of Business – UNSW Canberra



What will you learn?

By the end of this short course participants will be able to:

- Define a supplier relationship and explain how supplier relationships differ depending on purchase situation
- Profile supplier relationships according to a range of parameters most relevant to an organisation
- Recommend approaches to attracting, maintaining, developing and/ or terminating supplier relationships
- Explain how social dynamics shape supplier relationships and determine the extent and format of value co-creation

