



Study Guide

When Supplier Selection is Influenced by Pressures Within Your Organization

Session Description

Suppliers may be favored and even selected for reasons that are not based on sound business principles. In this situation, it is difficult for procurement professionals to know what to do. This webinar discusses ideas that allow you to build resilient, low-cost supply chains and bolster your career prospects at the same time.

Key take-aways:

- Learn to recognize sources of internal pressure to select certain suppliers
- What to do once you realize supplier selection is being unduly influenced
- Proven project management techniques to improve project (and personal) success

Reflection Questions

1. What information should be gathered about sourcing projects where supplier selection may be influenced?
2. What role do should cost models play in the effort to prioritize sourcing projects?
3. Why is it important to involve your boss when prioritizing savings projects?
4. What information should be included in a sourcing project plan?



5. Why should procurement include colleagues from other functions in sourcing projects?

6. Nothing succeeds like success. What does this mean for procurement projects?

7. What should procurement do when a good savings opportunity with low operational risk is passed over?