

Specification of Competency Standards
for the Manufacturing Technology Industry
Unit of Competency

Functional Area - Procurement, Logistics Planning and Control

Title	Build relationship with supplier
Code	106503L4
Range	This unit of competency is applicable to the procurement departments of corporations of Manufacturing Technology Industry. Practitioners should be capable to build relationship with supplier in accordance with the corporate policies, regulations and operation
Level	4
Credit	3 (For Reference Only)
Competency	<p>Performance Requirements</p> <p>1. Understand relevant knowledge of building relationship with supplier</p> <ul style="list-style-type: none"> • Understand the methods and techniques of building good relationship with supplier • Understand the purpose and conditions of building partnerships with suppliers • Understand the supplier's needs, priorities considerations and concerns, so as to develop a win-win partnership • Understand the strengths and weaknesses of suppliers, such as production capacity, quality systems and management systems • Understand the negotiation skills with suppliers <p>2. Build relationship with supplier</p> <ul style="list-style-type: none"> • Build communication channels with suppliers • Integrate the business operations with suppliers, reduce redundancy and make the best use of existing resources • Share the risk and profits with the suppliers, achieve a win-win situation • Build a mutually beneficial agreement • With measurable methods, make partnership program with suppliers • Regularly contact with suppliers to review the partnership and develop supply chain optimisation <p>3. Professional handling of building relationship with supplier</p> <ul style="list-style-type: none"> • Prevent any abuse or corruption, such as abuse/ misappropriation of corporate assets and theft • Strictly follow the corporate policies and regulations, based on mutual trust, build a good partnership with suppliers
Assessment Criteria	<p>The integrated outcome requirements of this unit of competency are:</p> <ul style="list-style-type: none"> • Capable to build communication channel and partnership with suppliers • Regularly contact with suppliers to review the partnership and develop supply chain optimisation
Remark	