

[SQA Unit Code – DX5A 04] V2

SfL77 Establish strategic relationships within the supply chain



Overview

What this standard is about

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

Who this standard is for

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

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Performance criteria

- You must be able to:*
- P1 review the effectiveness of current strategic relationships within the **supply chain**
 - P2 identify opportunities for establishing new strategic relationships within the **supply chain**
 - P3 explore the benefits and risks of establishing new strategic relationships within the **supply chain**
 - P4 assess the impact of new relationships on existing strategic relationships within the **supply chain**
 - P5 establish strategic relationships that improve the performance of the **supply chain**
 - P6 ensure existing strategic relationships are developed and maintained

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Knowledge and understanding

You need to know and understand:

- K1 communication methods and procedures
- K2 cost and benefit analysis methods and procedures
- K3 evaluation methods and procedures
- K4 industry-specific networks and sources of information
- K5 networking methods and procedures
- K6 organisational objectives and activities
- K7 organisational strategic aims and objectives
- K8 performance measurement and benchmarking theories, models, and practices
- K9 risk analysis methods and procedures
- K10 **stakeholder** management methods and procedures
- K11 **supply chain** management theories, models, and practices

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Additional Information

Glossary

1. **Stakeholders:** All organisations or individuals who have a vested interest in the organisation
2. **Supply chain:** Procurement, purchasing and supply, logistics, transport, and operations management, within and between international boundaries
3. **Communication methods:** verbal, written, electronic

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