Emerging Leaders Program 2015
In partnership with the Public Service Commission

Module 8: Leadership of Strategic Supplier Relationships
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MODULE BENEFITS
This module builds the essential skills and understandings that enable senior leaders to lead and manage those who will create, monitor and maintain high performance supplier relationships.

Those who complete both the Active Learning Module and the Award Extension Unit will be better equipped to:
- determine the governance opportunities, constraints and issues applicable to supplier relationships
- recognise the qualities and benefits of high performance supplier relationships
- recognise key success factors associated with high performance supplier relationships
- recognise and synthesise various approaches to selecting, maintaining and measuring supplier outcomes to ensure business alignment.

WHO SHOULD ATTEND
This program is suitable for Team Leaders and Program Managers (mid to senior level Public Service employees) who need to build capacity both within themselves and those they lead. Establishing and maintaining quality supplier relationships is an integral business driver that impacts on multiple stakeholders—from front-line service delivery to executive accountability.

THE MODULE
High performing leaders understand the importance of effective supplier relationships and see their short- and long-term potential to impact business outcomes. The module supports senior leaders to maintain a clear alignment between strategic procurement decisions and business objectives.

Informed leadership of staff involved in dealing with suppliers is fundamental to managing these relationships, particularly:
- establishing the right type of relationships at the outset
- ensuring long-term financial sustainability of contracts
- personal and agency accountabilities
- the capacity for agency expenditure to capture value
- maintain high levels of stakeholder trust
- contract value maximisation
- contract risk minimisation
- contract performance measurement and dealing with emergence
- contract benefits reporting
- contract termination and rescoping.

SUPPORTING EXECUTIVE PERFORMANCE DEVELOPMENT
This module develops capability mapped to the QPS Balanced Scorecard and the QPS Executive Leadership Competencies.
THE EMERGING LEADERS PROGRAM

For the Queensland Government, recognising and developing talent is critical to retention and corporate stability; just as important is the ability of individuals to perform to their potential.

The Emerging Leaders Program (ELP), designed and delivered by one of Australia’s leading business schools, is a flexible, work-based, blended learning program which develops leadership skills, supports career development, and complements existing technical/functional skills with expertise in leadership and business.

Designed for aspiring leaders or recently appointed leaders within the Queensland public sector, this program focuses on developing leadership capabilities in conjunction with developing knowledge and skills across a number of core disciplines.

Participants can choose to complete one or several of the nine active learning modules. The option of completing qualifications through extension units allows departments and individuals to share the responsibility and cost of professional development.

HOW THE PROGRAM WORKS

Each active learning module is offered as a stand-alone and is paired with an optional award extension unit offering postgraduate certification. Active learning modules begin with an online component—an authentic, relevant, leadership challenge—followed by two face-to-face workshops allowing participants to explore the challenge in more detail and a work-based project. The active learning module completes with a third face-to-face workshop.

Similar to the active learning modules, the eight award extension units (each complementing and paired with an active learning module) involve online learning and a face-to-face workshop. These units also include a written summative assessment with extended readings, investigation, critique and adaptation of models and frameworks introduced throughout the program.

Participants who complete four award extension units will be awarded a Graduate Certificate of Business. There are two core units (Leading Self and Others and Actioning Strategic Change & Innovation) and two electives. If you complete eight award extension units, you will be awarded a Graduate Diploma of Business. From here, you may then be eligible to continue with your studies and complete a Masters of Business Administration (MBA).

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WORKSHOP FEES

Program fees include: course facilitators; tuition; course materials; workshop morning tea, lunch and afternoon tea.

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<thead>
<tr>
<th>Item per participant</th>
<th>Investment (ex GST*)</th>
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<tbody>
<tr>
<td>Active Learning Module (per module)</td>
<td>$2,880</td>
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<tr>
<td>Award Extension Unit (per module)</td>
<td>$1,925</td>
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* GST does not apply to this QUT Corporate Education course

HOW TO REGISTER

Visit: https://www.qut.edu.au/study/short-courses-and-professional-development/short-courses/emerging-leaders-program and follow the links through to the Emerging Leaders Program.


ENQUIRIES OR FURTHER INFORMATION

For more information on the ELP or other learning solutions offered by QUT Graduate School of Business, please contact us:

Phone: +61 7 3138 4202
Fax: +61 7 3138 1299
Email: elprogram@qut.edu.au
Web: www.qut.edu.au/gsb

For more information on Public Service Commission programs:

Email: development@psc.qld.gov.au
Web: www.psc.qld.gov.au

MORE ABOUT QUT GRADUATE SCHOOL OF BUSINESS

QUT has a strong reputation, both nationally and internationally, for its work in leadership research and education. As one of Australia’s leading universities, we have one of the largest and most respected business faculties in Australia.

QUT Business School was the first Australian business school to achieve triple accreditation by three leading international bodies — AACSB International, EQUIS and AMBA — all hallmarks of excellence and recognition of the quality of our courses and operations.

In addition to designing, developing and delivering programs that effect real change in the workplace, QUT Graduate School of Business has the ability to support future curriculum and program development through a variety of means, such as online learning solutions and coaching.

"This program is practical in its approach and also provides a framework for participants to apply learnings and specific projects to enhance their own work environment. I found this approach greatly enhanced my learning opportunities and my retention of new skills."

SHAREEN MCMILLAN, REGIONAL EXECUTIVE MANAGER, DEPARTMENT OF LOCAL GOVERNMENT AND PLANNING

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