

Developing the core skills for negotiating with suppliers is essential for all members of a procurement team. This workshop delivers ready-to-use tools, techniques and approaches for successful tactical negotiations.

Focus: Foundation skills building, tools & techniques

Duration: 2 days

Participants: Procurement and all who influence suppliers, as part of initial training

Training method: Interactive courses using exercises and a role play to embed learning

Course Content

The main topics covered in the programme are:

- Introduction to negotiation principles and approaches
- The IMPACT negotiation & business value approach
- Preparing for an effective negotiation
- Setting targets
- Methods of persuasion
- Negotiation tactics
- Understanding business requirements
- Supplier conditioning
- Understanding the supplier's position & objectives

Course Benefits

At the end of the course delegates will be able to:

- Plan for a successful supplier negotiation, and understand why planning is essential
- Set themselves a range of stretching targets to be achieved, including non-financial ones
- Apply a range of negotiation techniques, and have an appreciation of when to use them
- Influence the supplier's point of view before the negotiation through effective supplier conditioning
- Vary their personal persuasion style to achieve better results throughout the negotiation event