

***Business success depends on maximising the value from negotiations with the long term strategic suppliers.
This training course develops the necessary techniques and skills to negotiate within major relationships.***

Focus: Relationship development and breakthrough value
Duration: 3 days

Participants: Experienced procurement professionals & account managers

Training method: Interactive course based around a major customised role play

Course Content

The main topics covered in the programme are:

- Determining and quantifying value
- Negotiating for value
- Influencing styles
- Developing productive relationships
- Structuring strategic alliances
- Use of performance incentives
- Sharing rewards and benefits
- Problem solving techniques
- Effective use of escalation

Course Benefits

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

- Negotiate within long term strategic relationships to achieve mutual goals and objectives
- Focus on maximising value delivery as well as cost reduction and cost avoidance
- Apply a range of incentive & reward mechanisms and determine how to balance shared benefits
- Determine the best structure for the ongoing relationship to maximise business benefits
- Proactively resolve problems within the relationship, escalating only when necessary