Training Plan

Training: Negotiation techniques for procurement
Duration: 2 days
Trainer: To be determined based on availability

Training Description

Negotiate to build a lasting and mutually beneficial partnership in a strategic procurement context.

Use effective competitive and collaborative negotiation strategies and tactics in procurement to maximize the added value negotiated with your business partners.

Learning Objectives

By the end of the training, you will be able to:

- Put key negotiation concepts into practice
- Prepare your negotiation strategy
- Realize a negotiation to obtain a sustainable partnership
- Use tactics to optimize value with the supplier

Content

Introduction

- Quiz: How Do You Negotiate?

Module 1: Basis of Negotiation

- Quiz: Prices increase!
- Definition of negotiation
- Evolution of procurement
- Kraljic matrix
- Critical elements of negotiation
- Case study: Rejected steel plates

Module 2: Preparing Your Negotiation Strategy

- Quiz: 1% of effort!
- Key aspects to prepare
- Identifying aspects to create value
- Calculating metrics
- Case study: Riggs and Vericomp

Module 3: Initiating Contact with the Supplier

- Quiz: Half a Pear!
- Selection of Suppliers
- Tactics to establish a good relationship
- Case study: High-End LED Light Bulbs

Module 4: Negotiating

- Quiz: A seller at the end of his rope!
- Argumentation
- Structure of a convincing argument
- Tactics to put on pressure
- Tactics to negotiate prices
- Case study: Italian Wines

Methodology

Several learning methods are used throughout the training to assess your progress and help you integrate the concepts:

- Presentation
- Demonstration
- Teamwork
- Individual work
- Group discussion
- Case study
- Simulation

Presentations and discussions (40%), small-group exercises (15%), simulations (30%), and case studies (15%).

Target audience

Procurement professionals, buyers who negotiate with suppliers as part of their role, and individuals responsible for managing purchasing teams.