



## Effective Negotiation in Procurement

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Procurement

Supply Chain

Distribution

Time to Market

# Effective Negotiation in Procurement

## **Training Description:**

This course will provide participants with the skills and knowledge needed for successful negotiations, including understanding the principles and dynamics of the negotiation process and how to avoid the common traps in negotiation, developing win-win strategies based on analysis of the other parties' needs, identifying and actively working on their own negotiation strengths and weaknesses through role-plays.

## **Who should attend?**

This course beneficial for staff members working in the procurement environment, who are new to negotiations and would like to be well-prepared before embarking into this field. Staff, who are already conducting negotiations but have never had any formal negotiation training, will also find this course educating.

## **Material given during the training:**

[DVD's and Case Studies will be used during this course to illustrate examples of good and bad change implementation processes].

## **Before the course:**

Each delegate will be asked to complete a Pre-Course Assessment Form to determine their current level and objectives for attending the course. The content of such Form will be used by the trainer only to give tailored training that is focused on each group of delegates.

## **At the end of the course:**

Each delegate will be asked to complete an **Individual Development Plan and Vocational Completion Certificate**.

## **Training Objectives:**

**Each attendee who will complete this training will gain the following outcomes:-**

- Apply and gain a compressive knowledge on Effective Negotiations in Projects and Procurement.
- Identify the negotiation objectives.
- Develop and prepare a negotiation plan and strategy.
- Understand the different components of the negotiation process.
- Establish a positive and constructive atmosphere at the negotiation table.
- Understand the essential skills necessary to be a successful negotiator.
- Identify own strengths and weaknesses at the negotiation table.
- Understand and appreciate the impact different cultural backgrounds can have on verbal and nonverbal communication.
- Enhance negotiation skills through role-plays and by applying best practices