



London TDM

Procurement and Supply Chain Management Training Courses

Course Venue: Malaysia - Kuala Lumpur

Course Date: From 18 January 2026 To 22 January 2026

Course Place: Royale Chulan Hotel

Course Fees: 6,000 USD

Introduction

In the constantly evolving field of procurement, effective negotiation skills are crucial for securing advantageous agreements and fostering strong supplier relationships. This intensive 5-day course is designed to equip procurement professionals with advanced negotiation techniques, strategies for managing complex negotiations, and skills for ensuring favorable outcomes. Participants will engage in interactive sessions, case studies, and practical exercises to hone their negotiation acumen.

Objectives

- Understand the key principles of negotiation within procurement.
- Develop advanced strategies for successful negotiations.
- Enhance communication skills to effectively manage supplier relationships.
- Learn to analyze and interpret negotiation scenarios.
- Practice negotiation tactics through role-playing and simulations.

Course Outlines

Day 1: Introduction to Negotiation

- The fundamentals of negotiation in procurement
- Identifying negotiation objectives and outcomes
- Understanding negotiation styles and approaches
- Building and preparing your negotiation team
- Setting the stage: Initial considerations and preparations

Day 2: Negotiation Strategies and Tactics

- Exploring advanced negotiation strategies
- Application of game theory in negotiation
- Creating and claiming value in negotiations
- Tactics for overcoming common negotiation challenges
- Developing a negotiation plan

Day 3: Communication and Relationship Management

- Mastering verbal and non-verbal communication skills
- Building long-term supplier relationships
- Handling difficult conversations and conflict resolution
- The role of ethics and integrity in negotiation
- Cross-cultural negotiation considerations

Day 4: Analyzing and Interpreting Negotiation Scenarios

- Understanding the negotiation environment and context
- Analyzing negotiation scenarios and outcomes
- Using data and metrics in negotiation
- Problem-solving and decision-making techniques
- Case studies of successful procurement negotiations

Day 5: Practical Application and Role-Playing

- Role-playing exercises to practice negotiation tactics
- Feedback and analysis of role-playing activities
- Developing a personal action plan for future negotiations
- Group reflection and knowledge sharing
- Course wrap-up and certification presentation