

Mastering Tendering, Procurement & Negotiation Skills

2027 000000 1 - 000000 27
Barcelona (Spain)

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Day 4: Negotiation Strategies and Skills

- Negotiation preparation and planning
- Effective communication in negotiations
- Power dynamics and influence tactics
- Win-win negotiation strategies

Day 5: Contract Management and Supplier Relationships

- Contract terms and conditions essentials
- Supplier performance management
- Conflict resolution and issue management
- Continuous improvement in supplier relationships

Practical Wins for Participants

- Develop a strategic procurement plan for your organization
- Create a comprehensive tender evaluation framework
- Conduct a simulated high-stakes procurement negotiation
- Design a supplier relationship management program

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A graphic illustration of a chessboard with a checkered pattern. In the foreground, three chess pieces are visible: a gold king, a silver pawn, and a gold pawn. The background features concentric circles emanating from behind the king piece.