



International  
Supply Chain  
Education Alliance



# Negotiation for Procurement

## The purpose of the training

Develop negotiation skills and real business situations that require the full involvement of all participants. Real negotiations which are recorded on a video camera and the trainer conducts a detailed analysis of the communication and negotiation style of each participant, as well as the entire group. The trainer gives each participant feedback and recommendations for development. The training will focus on 3 key components of the negotiation process.

### Preparation

Defining goals and alternatives (your own and your opponent's), identifying priorities, issues and boundaries; definition of powers. Determination of the size and cost of concessions / discounts

### Planning

assessment of the strengths and weaknesses of each party and the opponent, as well as the balance of power, planning bidding options and persuasion, long-term success versus short-term success ZOPA, BATNA.

### Bargaining

using the communication model in successful communications persuasion, strength, bidding overcoming, unforeseen difficult situations in negotiations.



### FOR MORE DETAILS



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## As a result of the training, the participants will

- Learn how to prepare for negotiations
- Learn how to counter manipulation
- Study and practice with Negotiation Planner, which must be used during negotiations
- Will be able to practice skills in business cases
- Prepare their business situation after completing the training

**Duration: 2 day**