Negotiating for Procurement and Supply Chain Professionals

August 19-20, 2014 | PASIA Training Center, Makati City

Overview
Make a difference now. Get real and lasting benefits and improve your ability to shift your behaviors and styles so you always approach and leave the negotiation table with confidence.

Description
Negotiation may be undertaken at any point during a supply relationship. Post-proposal negotiation is the most common, with negotiations after submission of a proposal and before the award of the contract to obtain adjustments in both price and content. However, discussion in terms of performance, delivery, payment, communication and quality are all aspects that should be undertaken with negotiation techniques in mind to ensure professional and effective outcome.

Course Objectives
• To provide delegates with robust tactical and strategic negotiation process.
• To differentiate between tactical and strategic negotiations
• To increase buyer power through the application of tools and techniques to support logic during the negotiation process

Course Outline
• What is the difference between a tactical and strategic negotiation?
• Who has the power in the negotiation?
• When is the right time to adopt tactical and strategic negotiation practices and behaviors?
• How can different methods of persuasion strengthen my position?
• How to develop Win-win negotiations
• What are the different negotiating styles, and which is more suitable for individual situations?
• What is your natural negotiation style and what does this mean for the type of negotiations you will find most successful?

Business Benefit
Cost savings, value improvement, risk reduction, supplier performance improvement, committed and aligned suppliers.

Attendees will be able to use this knowledge to do the following:
• Understand their natural negotiation style and how to use this to get an outcome they seek.
• Understand how to successfully anticipate negotiation outcomes and determine an acceptable and undisputable range of outcomes
• Facilitate a team to plan and execute negotiations.
• Effectively apply different phases of the negotiation process.

Case Studies and Exercises
• “Negotiation Style Self Assessment” - an exercise to identify the different behavioral styles of attendees and to discuss how to exploit or vary these styles for optimal performance.
• “Teacup in a storm” - a role-play for pairs to practice application of negotiation boundaries
• “Road Block” - a team-based negotiation planning technique to apply strategic thinking to a tricky construction challenge
• Videos - Goofs, Doing the Deal and Partners in Performance

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This is on a first come first served basis. HURRY BOOK NOW!

*PASIA reserves the right to cancel this offering without prior notice should the number of attendees fail to reach required levels.

Official Partner of:

Payment
Applying Member
(Non-member training fee plus membership)

PASIA Member       Php 13,000.00
PASIA- ISM         14,300 + 4,300.00 = Php18,600
PASIA- APICS     14,300 + 6,450.00 = Php20,750
PASIA- APICS     14,300 + 7,525.00 = Php21,825
Training only
PASIA Member     Php 13,000.00
Non-Member        Php 14,300.00

Payment (inclusive of training materials such as coursebook and workbook, lunch, morning and afternoon snacks) must be made before the seminar. We accept payments via cash, telegraphic transfer, cheque or credit card.

Certified Strategic Sourcing Professional
This training is part of the Certified and Strategic Sourcing Professional™ program (CSSP)

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