

Managing And Winning Tough Purchasing Negotiations

The Key Success Factors for Purchasing Professionals

Target audience

- Purchasing portfolio managers.
- Purchasing team members.

Pre-requisites

- At least one year's experience in purchasing negotiations or training in purchasing best practices

Objectives

- Identify and use purchasing negotiation best practices in all circumstances.
- Succeed with your purchasing negotiations by using the entire register of emotions.
- Identify suitable behaviours and put them into practice.

On-the-job benefits

- Consistently achieve objectives (especially in terms of gains)
- A more composed approach to negotiation meetings
- Stand your ground with seasoned sales executives
- Analyse your own performance and make visible progress
- Build your ability to deal with any purchasing situation, including very complex issues

Benefits for the company

- More attractive terms than your competitors and the best available purchasing solutions
- Purchasing excellence to secure supplier preference
- Purchasing team flexibility
- Purchasing policy rollout, especially in terms of cost reductions
- Anticipate and offset supplier-side risks more effectively

Special features of this course

Four key aspects of purchasing meetings to stay in control in any situation



Crossing the line

Role-play in pairs:

- > Make your case.
- > Change the other party's mind.

Managing emotions' sequences

Role-play:

- > Assess your own reactions in difficult situations.
- > Use tools to react efficiently and fast.

Situational assessments

A two-step case study (spanning the classroom course and an e-learning module):

- > Assess your power over the seller.
- > The right levers to make your case.
- > Their strategic impact on your negotiation.

The international puzzle

Game in subgroups

Find the pieces of the puzzle for the country of your choice:

- > Your contacts, their specific cultural preferences and the variables.
- > Their impact on the negotiation.

A course in negotiation skills devised specifically for purchasing officers

Accommodating the substantial difference between selling and purchasing negotiations:

- > Purchasers want to make sure they get the best bid in order to protect their interests
That is the main point of purchasing negotiations.
- > Sellers want to close the deal as quickly as possible to avoid having to improve their bid to the point where it hurts their interests.

