

# Negotiations Skills Course



This course is designed to meet the requirement of competent supply chain team. The course includes class room sessions coupled with syndicate group exercises to enhance delegate participation to achieve learning objectives.

The objective of this course is to enable delegates understand Key concepts in negotiation skills, to impart/enhance practical skills to become expert in negotiation skills and to enable the delegates to plan, conduct & manage negotiation skills in the organization.

## Who should attend?

- Materials executives/managers
- Supply Chain Management representatives
- Purchase Team
- SNOP and PPIC Teams

## **Registered & Head Office-**

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## Course Contents

- Introduction to Negotiation Management
- Win – Win vs. Win Loose negotiations
- Bargaining & Persuasion techniques
- Study & identify the important facts about supply partners
- Sharpening of skills of probing on negotiation table
- Develop skills set required for good supplier/partner relationship
- Various approaches in negotiations.
- Closing the deal thru negotiation and sign off the agreement

## Prerequisite/Prior knowledge

All delegates should have reasonably good understanding on inventory management principles, concepts & basic requirements. Knowledge of English is essential.

## Certificate

Certificate of attendance shall be issued to all the delegates attending entire duration of the training course

## Duration

2 Days