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**Course Name**

# Supply Chain Planning and Negotiation Skills

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**Sector Name**

Procurement & Supply Chain Operations

**Document Type**

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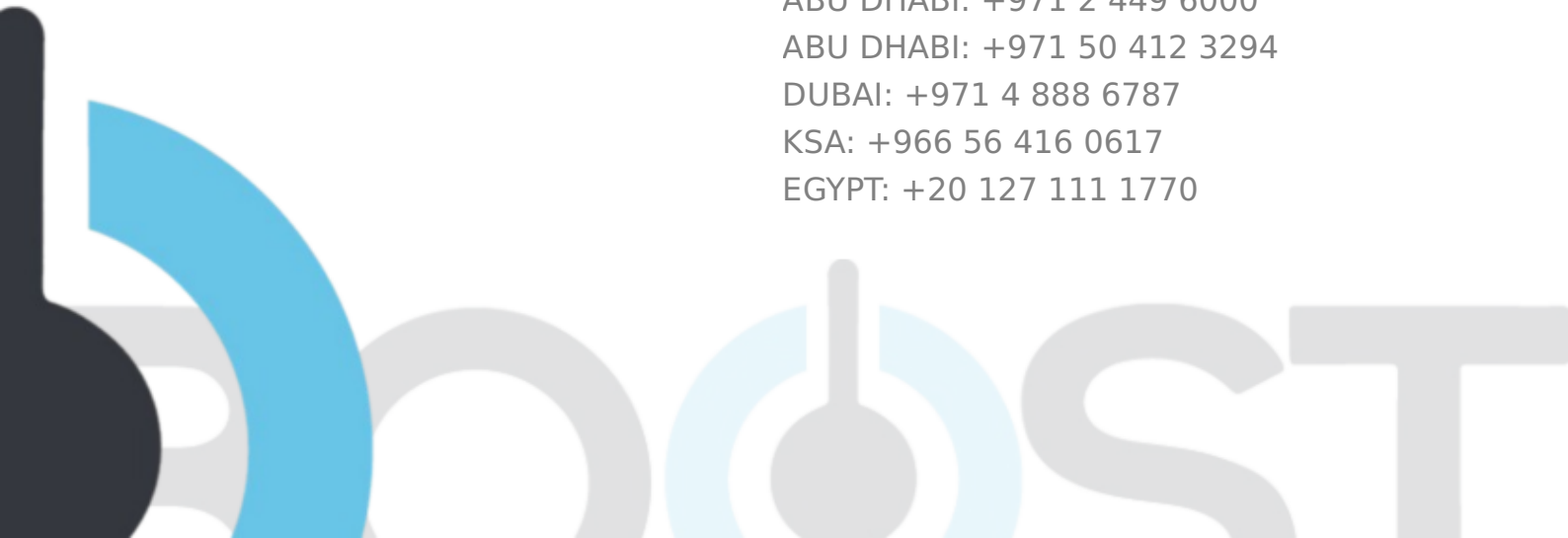
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## Supply Chain Planning and Negotiation Skills

### Course Introduction

This training course is designed to provide participants with an overview of the concepts underlying APS. This course focuses on modeling supply chains and implementing APS successfully in industrial contexts. What's more, delegates' understanding is enhanced by several case studies covering a wide range of industrial sectors. This training course will also help participants gain the skills essential to champion negotiations in procurement and supply situations.

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## Supply Chain Planning and Negotiation Skills

### Target Audience

- ✓ Procurement Manager / Supervisor
- ✓ Procurement officer/assistant
- ✓ Purchase officer
- ✓ Vendor manager
- ✓ Supplier relationship officer
- ✓ Purchase coordinator
- ✓ International Buyer
- ✓ Category purchasing manager
- ✓ Supply chain officer- Procurements
- ✓ Logistics Professionals
- ✓ Distribution Managers
- ✓ Working in this field
- ✓ Those who want to start a career in this field

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## Supply Chain Planning and Negotiation Skills

### Learning Objectives

- ✓ Gain a comprehensive understanding of the concepts of supply chain and supply chain management.
- ✓ Understand the objectives and elements of supply chain management.
- ✓ Identify local, regional, and global supply chain management activities among services and manufacturing companies.
- ✓ Learn and apply some of the trends of supply chain management.
- ✓ Understand how the bullwhip effect impacts supply chain members.
- ✓ Practice successful negotiations.

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## Supply Chain Planning and Negotiation Skills

### Course Outline

#### ✓ Day 01

##### **Basis of Supply Chain Management**

- ✓ Supply chain management – an overview
- ✓ Supply chain analysis
- ✓ Process modeling
- ✓ Performance measurement
- ✓ Inventory analysis
- ✓ Types of supply chains
- ✓ Advanced planning

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## Supply Chain Planning and Negotiation Skills

### Course Outline

#### ✓ Day 02

##### **Concepts of Advanced Planning Systems**

- ✓ Structure of advanced planning systems
- ✓ Strategic network design
- ✓ Demand planning
- ✓ Master planning
- ✓ Demand fulfillment and ATP
- ✓ Production planning and scheduling
- ✓ Purchasing and material requirements planning
- ✓ Distribution and transport planning
- ✓ Coordination and integration
- ✓ Collaborative planning

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## Supply Chain Planning and Negotiation Skills

### Course Outline

#### ✓ Day 03

##### **Implementing Advanced Planning Systems**

- ✓ The definition of a supply chain project
- ✓ Supply chain evaluation
- ✓ Supply chain potential analysis
- ✓ Project roadmap
- ✓ The selection process
- ✓ APS Requirements
- ✓ Implementation and integration
- ✓ Post-implementation effort and support model
- ✓ The implementation process
- ✓ The APS implementation project
- ✓ Modeling phases of an APS-Project

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## Supply Chain Planning and Negotiation Skills

### Course Outline

#### ✓ Day 04

##### **Actual APS and Case Studies**

- ✓ Architecture of selected APS
- ✓ Strategic network design in the chemical industry
- ✓ Computer assembly
- ✓ Oil industry
- ✓ SCM in a pharmaceutical company
- ✓ Demand planning of Styrene Plastics
- ✓ Food and beverages
- ✓ Scheduling of synthetic granulate
- ✓ Event-based planning for standard polymer products
- ✓ Conclusions and Outlook

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### Course Outline

#### ✓ Day 05

##### **Negotiation Techniques**

- ✓ Avoiding Confrontational Negotiating
- ✓ Developing Active Listening Skills
- ✓ Negotiating with an Angry Person
- ✓ Power Closes that are used on the Buyer
- ✓ Understanding the other Negotiator's Power
- ✓ Negotiation Tactics and Countermeasures

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## Supply Chain Planning and Negotiation Skills

### Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
April 12, 2026	April 16, 2026	5 days	4250.00 \$	
Aug. 24, 2026	Aug. 28, 2026	5 days	4950.00 \$	
Feb. 8, 2026	Feb. 12, 2026	5 days	4250.00 \$	
Nov. 9, 2026	Nov. 13, 2026	5 days	4250.00 \$	

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