



Procurement & Supply Chain Operations

Procurement Skills: Strategies to Reduce Vendor Prices

Course Introduction

This intensive training course is aimed at improving the skills of the Procurement Professional and Buyers in organizations. The training course examines the strategic importance of procurement within departments by using concepts and ideas in order to maximize the procurement department's effectiveness and thereby reducing costs throughout the supply chain. It is therefore imperative for Procurement to constantly deliver value to the organisation by delivering products and services that contributes to the well-being of the organisation. This is an important training course for Purchasing professionals who will return to their organisation with actual realistic plans on how to make considerable cost savings.

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
- These who wants to start a career in this field

Learning Objectives

- Develop critical supply strategies
- Apply the concepts of activity-based costing
- Understand the Supply Marketplace and how Suppliers Price
- Develop skills required for effective supplier relationships
- Practise successful negotiations and apply negotiation techniques

Course Outline

- **Day 01**

Continuous Improvement in Cost and Productivity

- How do other functions view purchasing
- A Purchasing Savings Model
- Total Cost of Ownership Models
- Cost Reduction Initiatives
- Establishing a Strategic Focus with Pareto Analysis on Cost
- Modern Methods of Analyzing the Spend

- **Day 02**

Defining Cost Reduction Opportunities

- Developing Company Purchase Price Index and Comparing to External Indexes
- Understanding of Supply Marketplace and how Suppliers Price
- Benchmarking best practices in Cost Reduction
- Resisting Price Increases
- Supplier Performance Measurement
- Cost Saving Methods

- **Day 03**

Methods of Price Evaluation

- Price Justification
- Methods of Price Analysis

- The Competition that leads to price reduction and evaluation
- Methods of Cost Analysis
- Breaking down the Elements of Cost
- Developing "Should Cost"

• Day 04

SUCCESSFUL NEGOTIATION and TECHNIQUES

- Negotiation Skill Sets
- Steps in Negotiation Preparation
- Methods of Persuasion
- What Does Win/Win Really Mean?
- Determining the Issues
- Rating & Valuing Issues
- 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

• Day 05

Determining Strengths and Weaknesses

- Know Your Better Alternatives to Negotiated Agreements (BATNA)
- Analyzing The Other Side
- Negotiation Objectives Diagram
- Prepare the Negotiation Team
- Tips for the Actual Negotiation
- Participants will negotiate model cases & discuss the results to provide an opportunity for hands on experience

Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
June 16, 2025	June 20, 2025	5 days	4950.00 \$	Spain - Barcelona

FROM	TO	DURATION	FEES	LOCATION
Aug. 18, 2025	Aug. 22, 2025	5 days	4250.00 \$	UAE - Dubai
Nov. 9, 2025	Nov. 13, 2025	5 days	4250.00 \$	KSA - Riyadh
Dec. 1, 2025	Dec. 5, 2025	5 days	2150.00 \$	Virtual - Online