



Practical Negotiation Skills in Procurement

Improve your procurement skills by learning key negotiation tools and techniques on this Practical Negotiation Skills training course.

This 1-day course provides delegates with a valuable opportunity to practise the skills they are learning through workshops and exercises.

At the end of the course delegates will be able to apply new approaches and have greater confidence in negotiating with stakeholders, securing optimised supply contract terms, and enhancing business relationships.

COURSE DURATION

1 day

CPD

Equivalent to 7 hours

COURSE PRICE

From £625 + VAT

DATES & VENUES

[View dates & venues](#)

CERTIFICATES

All delegates will receive a certificate on completion.

Who should attend?

This course is recommended for procurement and contract management staff likely to be involved in contract negotiation, supplier management and stakeholder negotiations. Those who would benefit from this training include:

- procurement personnel involved in negotiating contracts with supply organisations
- contract managers with a responsibility for managing supplier contracts
- managers of procurement and contract management personnel
- supplier personnel responsible for negotiating and managing contracts with customers

Key topics

Topics covered on the course include:

- introduction to negotiation
- negotiation preparation and information gathering
- power, influence and persuasion
- negotiation styles
- managing the negotiation process
- negotiation tactics
- negotiation process and closure

In-company training

Ideal for groups, you can receive this course exclusively for your organisation at your premises or online in our user-friendly Virtual Classroom.

Enjoy cost-effective flexibility and personalised learning with tailored messaging designed to address your unique business challenges.

[Contact us for a quote.](#)

Skills gained

On completion of this Practical Negotiation Skills in Procurement course, delegates will be better able to:

- prepare for negotiations
- negotiate both commercially and operationally with suppliers and other contract stakeholders
- understand the interpersonal dynamics involved in managing and motivating suppliers
- adopt new approaches to influencing and negotiating with suppliers
- be confident in negotiating with supplier personnel
- optimise agreed supply contract terms
- establish and maintain sound business relationships with supplier personnel and organisation



Delegates will receive a certificate of completion in recognition of their new practical negotiation skills.

The course content and the way in which it was delivered was extremely beneficial. I feel I have a better understanding of what can be achieved and how to apply this in everyday negotiations. The interaction, role playing and seeing things from the customer point of view were very interesting.

MacTaggart Scott & Company Limited

An excellent lecturer, did not just read out the information on the slide. Direct engagement throughout, brilliant techniques applied to keep our attention and really enjoyable.

Fibre Mechanics

The tutor was amazing, very experienced, his approach was clear, practical, and filled with real-world insights. I appreciated his patience and the way he would break down complex concepts into manageable steps.

English Language Learning

[Read our Contract Management training course reviews](#)

Why train with Bywater?

Bywater is the leading independent provider of professional management systems training in the UK.

Our expert training offers practical understanding of how to realise the benefits and assess the success of implementing and operating successful management systems.

Bywater delegates know they can rely on proven training delivered by experts at times and locations to suit their needs.

40 years established

100+ course titles

15 UK locations

1000+ courses annually

 Global Virtual Classroom

CQI & IRCA, ISEP, RSS and IOSH approved training provider.



VIEW DATES & VENUES

Booking is easy

Simply select a course date and venue and fill in the online form. View our full range of courses at www.bywater.co.uk

If you have any questions please call us on 0333 123 9001, use our online chat or email contact@bywater.co.uk

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