

PROCUREMENT NEGOTIATION TRAINING

How much cost savings and value is being left on the table?



Maximise your leverage to create and deliver more value

Gain internal stakeholder alignment and early involvement

Pinpoint your biggest mistakes, and fix them



Hannu Hyrsylä
Corporate Vice President,
Global Sourcing

Salecomp

“ The team were very excited to utilize what they learned from the course. They achieved very good results, most especially end of year price reductions.

Contact Us >



negotiations.com

Why Take This Procurement Negotiation Course?

Do you want to reduce price increases, achieve cost saving goals, shorten negotiation cycles, improve key supplier relationships, and expand your category spend more effectively?

Using our world-first negotiation sim game, you'll gain deep insights into your dealmaking. This translates to a dramatic acceleration in your learning. You'll graduate feeling far more confident and competent.

If you're a procurement leader, then let's diagnose your team's needs, and baseline against other procurement teams using our online profile.



David Palmer
Global Commodity
Management Director



“ I liked it all, every single subject. Especially the tough sims which were customized to our needs. The sims were realistic and complex, with insightful professional feedback.



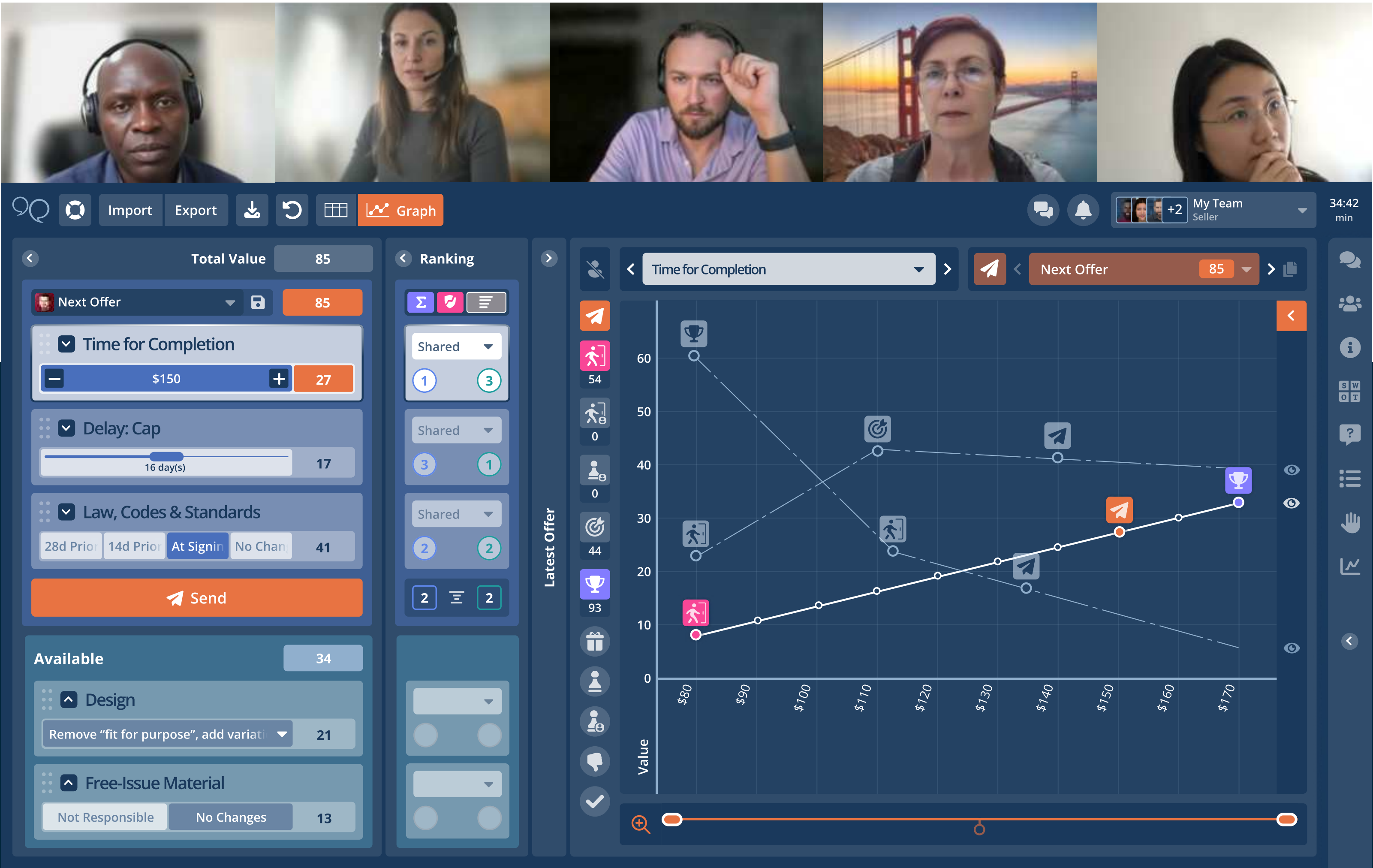
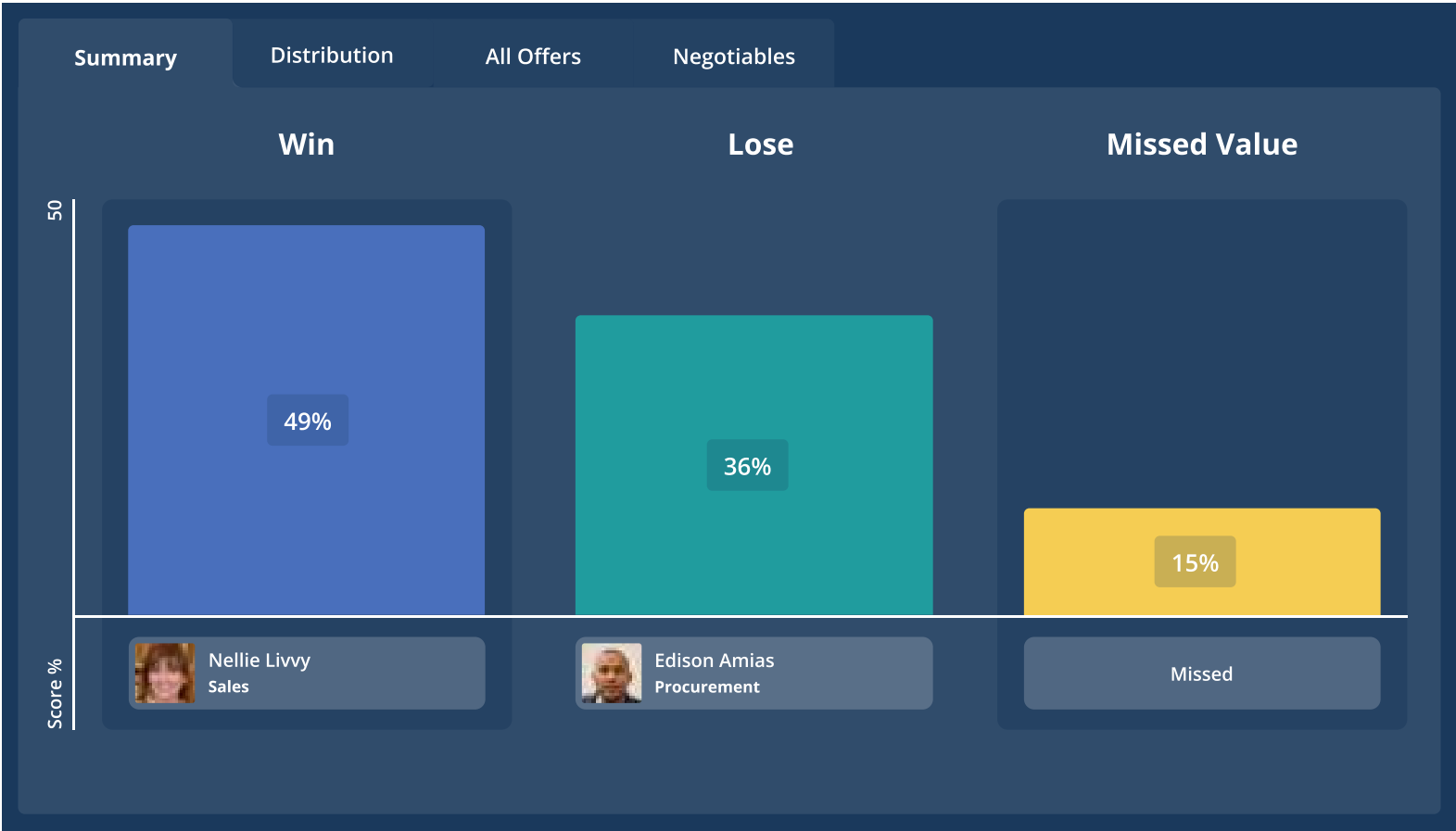
Michael Hindman
N. America Head
of Procurement



“ Our President set a five year cost savings target of \$1B. We blasted through this target one year after negotiation training. Everyone in procurement has now been trained.

Simulation Game Platform

Watch your decisions play out on the world's most advanced negotiation simulation game platform, while hearing personal, in-depth deal-making insights from a global Negotiation Expert.



Who's This Course For?

Procurement Negotiation graduates typically hold titles such as Procurement Manager, Purchasing Manager, Procurement Buyer, Senior Buyer, Contract Manager, Category Manager, Sourcing Manager, Strategic Sourcing Manager, Indirect Procurement Manager, Supply Chain Manager, Vendor Manager, Commodity Manager, Tendering Manager, Procurement Officer, Materials Manager, Procurement Analyst, and Procurement Specialist, along with Procurement Directors, Supply Chain Directors, and Chief Procurement Officers. In short: anyone involved in delivering savings or value from the purchase of goods, services, equipment, or ideas.





Trevor McGregor
Procurement & Contracts
Superintendent



“ The Negotiation Experts has delivered our custom in-house Procurement Negotiation training for many years now. Our team have negotiated substantial savings as a result.



Janet Logaswari
Procurement Manager



“ The Bombardier customized role play was very interesting, and useful exposure for our jobs. I wished we could extend to a 4th day.

Agenda

Level 1

 4½ hours

- Introduction & Objectives
- Level 1 Outcomes & Quiz Questions
- Group Discussion
- Negotiation sim game
- Best Practices Debrief
- Negotiation Styles Role Play

Level 2

 4½ hours

- Level 1 Quiz Answers
- Level 2 Outcomes & Quiz Questions
- Collaboration vs. Competition
- SWOT, Trading Plan & Agenda Control
- Sim game
- Personalized Feedback using Sim Game Graphs & Leaderboards

Level 3

🕒 4½ hours

- Level 2 Quiz Answers
- Level 3 Outcomes & Quiz Questions
- Controlling meetings with the agenda
- Persuasion: Get more 'yeses' with compliance
- Questioning Framework & Pre-Meetings
- Sim game
- Personalized Feedback using sim game Graphs & leaderboards

Level 4

🕒 4½ hours

- Level 3 Quiz Answers
- Level 4 Outcomes & Quiz Questions
- Objection Handling: from vendors & stakeholders
- Group exercise on overcoming objections
- Teams Roles
- Team sim game
- Team Feedback using sim game graphs & leaderboards



Level 5

🕒 4½ hours

- Level 4 Quiz Answers
- Level 5 Outcomes & Quiz Questions
- Meeting room seating, and negotiating via phone and email
- Manipulative tactics: how to identify & neutralize
- Team sim game
- Team Feedback using sim game graphs & leaderboards

Level 6

🕒 4½ hours

- Level 5 Quiz Answers
- Level 6 Outcomes & Quiz Questions
- How to tell stories that persuade
- Group exercise crafting a story
- Sim game
- Personalized Feedback using sim game graphs & leaderboards
- Conclusion and retention best practices

Participant Journey



Tony Barroco
Global Procurement Lead

“ I really liked the sim role plays and overall mix of theory and practice. A really solid course that worked well in a remote/virtual setting.

Tarsha Montgomery
Director Global Procurement

“ We were up against competitive tough negotiators. We understood their needs from our team preparation. Our negotiation planning achieved a great collaborative deal.

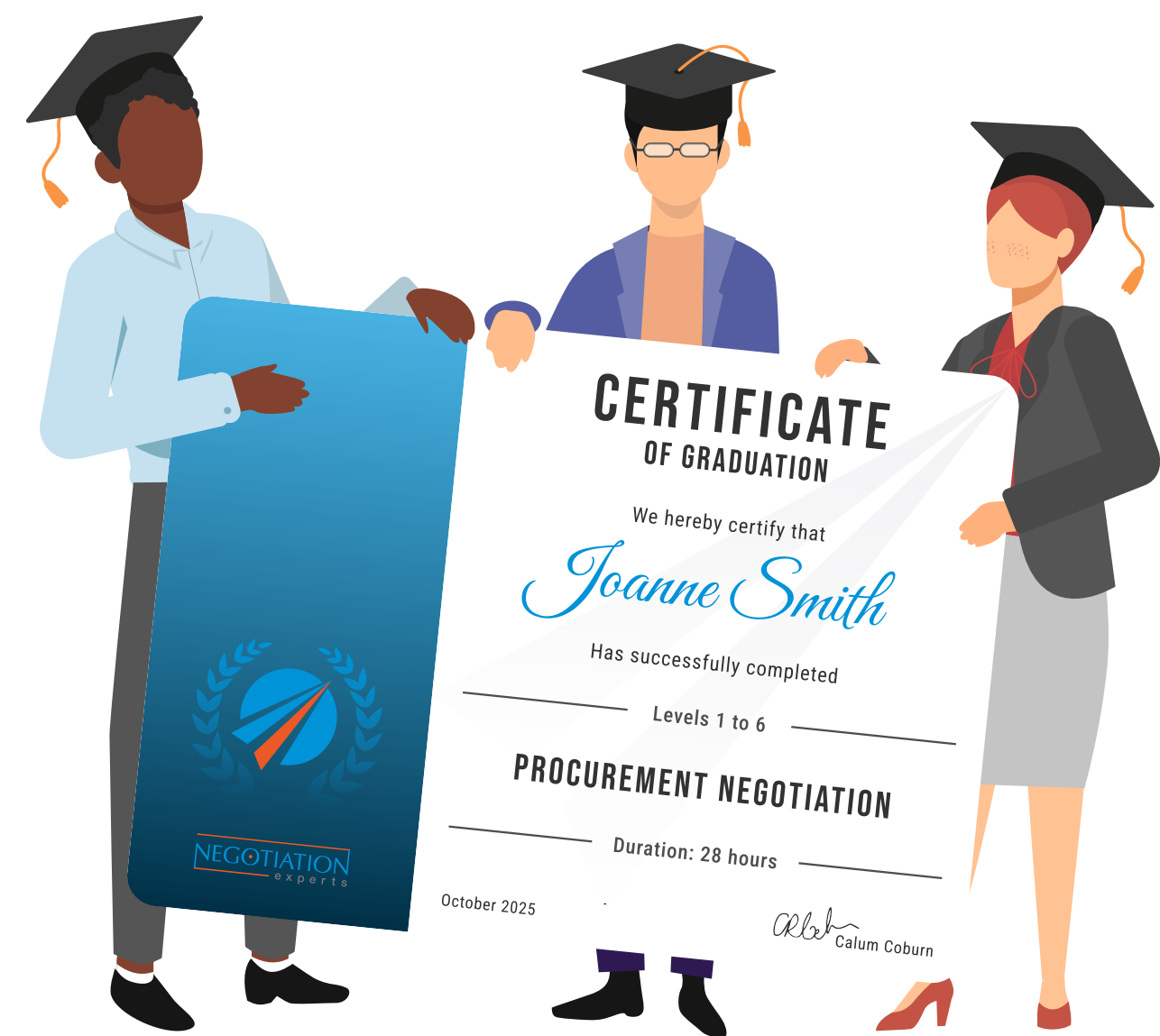
Leaderboard							Competitive	Win-Win
Rank	Negotiators		Sims	Score	Partners	Missed		
12	↑ 1	Emily Carter EmCarter	2	49.4%	45.4%	5.2%		
1	↑ 3	Liam Thompson OutbackLiam	2	59.6%	25.6%	14.8%		
2	↓ 1	Sophie Tremblay MapleSophie	8	51.9%	43.9%	4.2%		
3	↑ 2	Lukas Schneider LSchneider_DE	2	50.9%	47.7%	1.4%		
4	↑ 1	Madison Brooks MaddyB	1	50.4%	48.7%	0.9%		
5	↓ 3	Ethan McKenzie NorthernEthan	2	49.4%	45.4%	5.2%		

Assessment & Certification

Measurement and reinforcement matter as much as the training itself. They show you and your team which tools and skills are delivering the strongest results, and they anchor your long-term retention.

Our scored assessment measures your team's usage and results three months after training. The pass mark is 50%. Personalised reports and certificates go to each graduate, and a group report is discussed with your leadership team.

Graduates tell us their assessment and personalised report are a valuable reminder of everything covered on the course, driving higher retention and a stronger ROI.



Meet the Experts

Our Negotiation Experts are passionate about delivering top and bottom-line results to your organization. They bring hands-on experience training teams across a wide range of countries, departments, and industries.



Calum Coburn



Vaughan Zoutendyk



Bart Augustyn



Andreas Piani



Suki Howard

Diagnose

Would you like a clear picture of your team's negotiation strengths and weaknesses? Since 2005, clients have trusted our diagnostic profile to uncover their teams' needs and benchmark them against the competition.

Leaders tell us our reports confirm what they'd already sensed, and the debrief conversation surfaces insights they hadn't seen before."

Question: Which business goal is most important in your negotiations?

