



*Training Course:
Effective Purchasing and Contract Negotiation
Management*

*10 - 14 January 2027
Amman (Jordan)*

Training Course: Effective Purchasing and Contract Negotiation Management

Training Course code: PC4046 From: 10 - 14 January 2027 Venue: Amman (Jordan) - Training Course Fees: 4200 € Euro

Introduction

Negotiation is a critical business skill impacting profitability and organizational success. This program equips participants with practical negotiation techniques, strategies for purchasing and contract management, and hands-on experience to achieve effective outcomes in real-world scenarios.

Course Objectives

By the end of this program, participants will:

- Understand planning and preparation in successful negotiations
- Evaluate strengths, weaknesses, and key issues in negotiations
- Apply ethical standards and strategies to contract and purchasing scenarios
- Handle common negotiation tactics and countermeasures
- Gain practical experience through negotiation exercises to build confidence

Target Audience

- Purchasing managers and officers
- Contract managers and administrators
- Supply chain professionals
- Project managers with negotiation responsibilities
- Procurement specialists

Program Outline

Day 1 - Fundamentals and Personal Capability

- What makes a negotiation successful
- Personal obstacles and skill assessment
- Phases of negotiation and elements of success
- Comparing negotiation styles and approaches
- Time management in negotiation
- Exercise: Negotiation scenarios for assessment

Day 2 - Negotiation Planning and Supplier Focus

- Understanding supplier positions and relationships
- Defining negotiation objectives and priorities
- Research and preparation for purchasing and contract negotiations
- Approaches in negotiations: collaborative vs competitive
- Exercise: Supplier and contract negotiation simulation

Day 3 - Valuing Issues and Contract Clauses

- Price and cost analysis
- Life cycle costing and value improvement
- Developing contract terms: warranties, contingencies, and economic adjustment clauses
- Tendering and evaluating proposals
- Exercise: Negotiating contract clauses and pricing

Day 4 - Advanced Tactics and Problem Solving

- Framing, positioning, and selecting tactics
- Handling bargaining, concessions, and deadlocks
- Ethical and cross-cultural considerations
- Conflict management and problem-solving techniques
- Exercise: Mock negotiation with complex scenarios

Day 5 - Practical Application and Action Planning

- Real-life negotiation role plays with peer feedback
- Refining personal negotiation strategy
- Integrating negotiation into organizational procurement and contract objectives
- Developing a personal action plan for ongoing improvement
- Program review, discussion, and certification

Registration form on the Training Course: Effective Purchasing and Contract Negotiation Management

Training Course code: PC4046 **From:** 10 - 14 January 2027 **Venue:** Amman (Jordan) - **Training Course Fees:** 4200 € Euro

Complete & Mail or fax to Global Horizon Training Center (GHTC) at the address given below

Delegate Information

Full Name (Mr / Ms / Dr / Eng):
Position:
Telephone / Mobile:
Personal E-Mail:
Official E-Mail:

Company Information

Company Name:
Address:
City / Country:

Person Responsible for Training and Development

Full Name (Mr / Ms / Dr / Eng):
Position:
Telephone / Mobile:
Personal E-Mail:
Official E-Mail:

Payment Method

- ☐ Please find enclosed a cheque made payable to Global Horizon
- ☐ Please invoice me
- ☐ Please invoice my company

Easy Ways To Register

Telephone:
+201095004484 to
provisionally reserve your
place.

Fax your completed
registration
form to: +20233379764

E-mail to us :
info@gh4t.com
or training@gh4t.com

Complete & return the
booking form with cheque
to: Global Horizon
3 Oudai street, Aldouki,
Giza, Giza Governorate,
Egypt.