



*Training Course:  
Effective Purchasing and Contract Negotiation  
Management*

*12 - 16 July 2027  
Rome (Italy)*

## Training Course: Effective Purchasing and Contract Negotiation Management

Training Course code: PC4046 From: 12 - 16 July 2027 Venue: Rome (Italy) - Training Course Fees: 6050 € 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

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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
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### Easy Ways To Register

Telephone:  
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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  
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to: Global Horizon  
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