



ADVANCED NEGOTIATION SKILLS IN PROCUREMENT



COURSE OVERVIEW

This intensive, hands-on course is designed to equip experienced procurement and supply chain professionals with advanced negotiation techniques necessary for securing sustainable value in increasingly complex and competitive markets. Going beyond basic negotiation tactics, this program explores strategic, analytical, and interpersonal dimensions of high-stakes procurement negotiations. Participants will learn how to manage supplier relationships, handle cross-functional interests, address legal and ethical challenges, and negotiate contracts that align with long-term business goals. Through role-playing, simulations, and case studies, learners will build confidence and expertise to negotiate successfully in global, multi-party, and high-risk procurement scenarios.

DATES, VENUES AND FEES



07 – 11 December 2025 - Dubai

(5 Days)

Fees

US\$ 4500

Note: Fee is per participant + 5% VAT (if applicable).

Groups from the same company can enjoy a **discounted** price.

WHO SHOULD ATTEND?

This course is appropriate for a wide range of professionals but not limited to:

- Procurement professionals (senior buyers, category managers, sourcing leads)
- Contract and supplier relationship managers
- Supply chain and operations professionals engaged in supplier negotiations
- Legal, compliance, or finance personnel supporting procurement deals
- Project and program managers overseeing outsourced services or vendor partnerships

Recommended Experience: At least 2–3 years of experience in procurement or contract negotiation.

CONTACT US NOW

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ACCREDITATION



This training course is certified by CPD.

The CPD Certification Service is the leading independent CPD accreditation institution operating across industry sectors to complement the Continuing Professional Development policies of professional institutes and academic bodies. The CPD Certification Service provides support, advice, and recognised independent CPD accreditation compatible with global CPD principles. CPD is the term used to describe the learning activities professionals engage in to develop and enhance their abilities and keep skills and knowledge up to date. CPD Units are only awarded to programmes after each programme is scrutinised to ensure integrity and quality according to CPD standards and benchmarks.

COURSE CERTIFICATE

MSTC certificate will be issued to all attendees completing a minimum of 80% of the total tuition hours of the course.

CPD internationally recognized certificate will be issued for all participants who will meet the course requirements. CPD certificates will be issued within a month of the successful completion of the course.

TRAINING METHODOLOGY

- Expert-led sessions with dynamic visual aids
- Comprehensive course manual to support practical application and reinforcement
- Interactive discussions addressing participants' real-world projects and challenges
- Insightful case studies and proven best practices to enhance learning

LEARNING OBJECTIVES

By the end of this course, participants should be able to:

- Develop structured negotiation strategies aligned with procurement objectives.
- Analyze supplier cost structures and leverage data to influence negotiations.
- Apply advanced persuasion, behavioral, and emotional intelligence techniques.
- Manage multi-party, cross-cultural, and virtual negotiation dynamics.
- Mitigate legal, ethical, and reputational risks during negotiations.
- Draft and finalize commercial agreements that ensure compliance, performance, and value realization.

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COURSE OUTLINE

DAY 1

Strategic Negotiation Planning

- Pre test
- The procurement negotiation lifecycle
- Strategic sourcing and its connection to negotiation outcomes
- Understanding stakeholder needs and aligning internal goals
- Power, leverage, and BATNA analysis in procurement
- Building negotiation plans and setting objectives
- Workshop

DAY 2

Financial and Analytical Negotiation Tools

- Cost structure analysis: TCO and should-cost modeling
- Value-based vs. price-based negotiation approaches
- Risk-adjusted pricing and supplier risk sharing
- Using procurement data to support negotiation arguments
- Case Study
- Exercise

DAY 3

Behavioral and Communication Strategies

- Key psychological principles in negotiation (anchoring, framing, reciprocity)
- Influence, persuasion, and rapport building
- Managing emotions and conflict in high-stakes discussions
- Body language and non-verbal cues in negotiations
- Role Play
- Feedback session: Personal negotiation styles and improvement areas

DAY 4

Complex and Cross-Cultural Negotiations

- Multi-party and team-based negotiation techniques
- Navigating virtual negotiations and digital platforms
- Cross-cultural communication: adapting to global supplier norms
- Legal and ethical challenges in procurement negotiations (anti-bribery, ESG)
- Exercise
- Debrief: Lessons learned and best practices in complex deals

DAY 5

Closing the Deal and Long-Term Value Management

- Securing commitment and formalizing negotiated agreements
- Key contract terms and conditions in procurement
- Service Level Agreements (SLAs), KPIs, and enforcement mechanisms
- Post-negotiation analysis and continuous improvement
- Final Negotiation Role Play: Full-cycle negotiation simulation
- Presentation of action plans and personal development goals
- Post test

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