

Perfectionnement en Strategic Purchasing Management

Advanced Purchasing Negotiation



Module de 1 jour



25/11/2022

*En anticipation du lancement de la nouvelle formation en Strategic Purchasing Management en 2023, l'ABCAL organise une journée de formation en **Advanced Purchasing Negotiation** le 25 novembre 2022.*

La formation SPM s'adresse à des acheteurs confirmés qui évoluent vers une fonction d'acheteur stratégique ou une fonction de responsable Achats. Elle est donnée en anglais.

Advanced Purchasing Negotiation

In anticipation of the launch of our new Strategic Purchasing Management program in 2023 (SPM), the ABCAL is pleased to announce this one day session on Advanced Purchasing Negotiation on November 25th, 2022.

The business world is transforming fast and strategic buyers and experienced purchasing leaders are under difficult time facing exceptional energy costs, inflation rates and challenged supply chains. They have to develop quickly their negotiation skills to manage difficult negotiations effectively, secure sourcing in uncertain environments with the aim of still creating more value at the bargaining table.

Objective

This one day training shall help you to identify the keys to a successful negotiation. It is designed to accelerate your negotiation capabilities and increase your knowledge to better prepare to complex negotiations.

Content

Why and What?

Keys to a successful negotiation

The Negotiation process:

- Focus on the preparation step, knowledge is power
- Define your objectives, claim or create value?
- Identify alternatives
- Nego tactics & strategy
- Pre-conditioning
- Importance of opening message & anchoring
- Nego scripting, move from anchor to target conditions
- Deal conclusion

Managing difficult negotiations:

- Nego barriers, captive mindset
- Managing deadlocks
- Lateral thinking, use your creativity
- Active listening, a must.
- Managing cultural differences in Negotiation
- Remote negotiations

Formateur

Advanced Purchasing Negotiation

Formateur | Informations pratiques



Willy Glaude

Negotiation Expert at Solvay. Strategic Purchasing, Supply Chain expertise. People Management. Chemical Engineer education, commercial background and Supply Chain experience as well as Strategic Purchasing. I am used to work in international and multi-cultural environment in the petrochemical, the fine chemical and the performance textiles industry. Strong purchasing professional skilled in Negotiation, purchasing category management, Supply Chain Optimization, sourcing risk management, Strategic Sourcing, and development of professional Purchasing organisation.

Conditions d'inscription

Pour les membres ABCAL, AGORIA et LOGISTICS in WALLONIA:

950 € Hors TVA pour le module

Pour les non-membres:

1250 € Hors TVA pour le module

Ces prix incluent la session de formation et le matériel pédagogique.

La facture sera émise dès réception du bulletin d'inscription.

Les annulations ou empêchements aux modules individuels doivent être communiqués par écrit une semaine avant la date du module concerné. Une indemnité équivalente à 10% du montant de votre inscription vous sera retenue. Passé ce délai, la totalité du droit d'inscription restera due.

Les organisateurs se réservent le droit d'annuler certains modules si le nombre de participants est insuffisant.

Informations pratiques:

La formation se donne de 9h00 à 17h00.
Louvain-La-Neuve (lieu à préciser)

Plus de renseignements?

Contact utile:

Responsable formation SPM:
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