

Advanced Strategic Procurement Management

Advanced Procurement Negotiation



2-day module



12 and 22/04/2024

The SPM training is designed for supply chain or procurement professionals who want to progress and move on to strategic functions or become head of department in these fields. The training will be delivered in English.

Advanced Procurement Negotiation

2 days module on March 28th and April 12th, 2024

The business world is transforming fast and strategic buyers and experienced purchasing leaders are experiencing difficult times facing exceptional energy costs, inflation rates and challenged supply chains. They have to develop quickly their discussion 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 two day training shall help you to identify the keys to a successful deal. It is designed to accelerate your capabilities and increase your knowledge to be better prepared for 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

Trainer

Advanced Procurement Negotiation Trainer | Practical information



Willy Glaude

Chemical Engineer, commercial background, international Strategic Purchasing and Supply Chain expertise. Strong purchasing professional skilled in purchasing category management, Supply Chain Optimization, sourcing risk management, Strategic Sourcing, and development of professional Purchasing organisation. Negotiation Expert and Board member at ABCAL.

Terms and conditions

For ABCAL, AGORIA and LOGISTICS in WALLONIA members:
1700 € excl. VAT for the module

For non-members:
1950 € excl. VAT for the module

These prices include the training session, teaching materials and lunch.

The invoice will be issued upon receipt of the registration form.

Participation cancellation or cancellations of individual modules must be notified in writing one week before the date of the module concerned. An indemnity equivalent to 10% of the registration fee will be retained. After this deadline, the full registration fee will be due. The organizers reserve the right to cancel certain modules if the number of participants is insufficient.

Practical informations:

April 12 & 22, 2024, 9:00 a.m. to 4:30 p.m.
Location: Ferme de Willambroux –
14 Chaussée De Mons, 1400 Nivelles

More information?

Contact:

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Administration et logistics:

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