

Practising Advanced Negotiation and Techniques

“Engage in Negotiations for Effective Results”

Objectives

This module is part of the EIPM Certifying Courses Level 1

- Enhance purchasing negotiation skills
- Master Purchasing negotiation’s best practices, structure, process and tools
- Work on negotiation’s preparation and behaviours

Target group

- Buyers, internal Customers who need to conduct or assist in commercial negotiations.

Duration and location

- 3 days on the Archamps Campus (France).

Methods and tools

- Pedagogical approach : Workshops, Case studies, Video training
- Tools : Behavioural Pattern, Negotiation Planner, Concessions / Counterparts Matrix

Content

PHASE	CONTENT
<p>DAY 1</p>	<p>Method for preparing a negotiation</p> <ul style="list-style-type: none"> • Introducing the check-list <ol style="list-style-type: none"> 1: Outlining my objectives 2: Evaluating the balance of power 3: Analysing the mutual interest in negotiating 4: Defining my strategy • Workshop: the suppliers' strategies and tactics 5: Elaborating my behavioural pattern 6: Laying out my control panel • Practical case study
<p>DAY 2</p>	<p>Purchasing Negotiation best practices and behaviours</p> <ul style="list-style-type: none"> • Presentation of the negotiation stages • Stakes, objectives • Best practices • Negotiation behaviours • Intercultural aspects
<p>DAY 3</p>	<p>Real cases coaching</p> <ul style="list-style-type: none"> • Workshops: each buyer gives a briefing about a real contemporary or future negotiating situation, and the problems it raises. The other participants and the trainer then help preparing the negotiation by applying the method. • The most sensitive cases will then be acted out, using the behavioural pattern, the steps of a buying negotiation, and the best practices for each step. The trainer will focus on the behavioural aspects.