



TRAIN DEVELOP
EMPOWER

TRAIN • DEVELOP • EMPOWER

IN-HOUSE CORPORATE TRAINING

NEGOTIATION SKILLS FOR PROCUREMENT PROFESSIONALS

Strengthen negotiation capabilities, improve commercial outcomes, enhance supplier relationships, and increase confidence when conducting procurement and contract negotiations.



COURSE CODE

PRC-005



DURATION
3-5 Days



DELIVERY
On-site / Virtual



PARTICIPANTS
10-25 per session



CERTIFICATE
Certificate of Completion



CUSTOMIZABLE
Yes - Tailored to Your Needs

REQUEST PROPOSAL →

WHY THIS PROGRAMME?



BUILD CAPABILITY

Strengthen negotiation skills for procurement professionals capability and practical application.



REDUCE RISK

Identify inefficiencies, risks and performance barriers.



IMPROVE PROCESSES

Create structured, repeatable and sustainable workflows.



DRIVE VALUE

Improve performance, efficiency and measurable outcomes.

IN-HOUSE DELIVERY OPTIONS

- ✓ Onsite at client premises
- ✓ Live virtual instructor-led format
- ✓ Hybrid delivery format
- ✓ Customized duration based on organizational requirements

INDUSTRIES WE SERVE

- ✓ Oil & Gas
- ✓ Petrochemicals
- ✓ Manufacturing
- ✓ Mining & Metals
- ✓ Utilities
- ✓ Logistics & Transportation
- ✓ Infrastructure
- ✓ Government & Public Sector

WHY CHOOSE TRAIN DEVELOP EMPOWER?



20+
YEARS
EXPERIENCE



35+
COURSES IN
7 CATEGORIES



100%
CUSTOMIZED
SOLUTIONS



ON-SITE OR
VIRTUAL
DELIVERY



INDUSTRY
EXPERT
FACILITATORS

COURSE OVERVIEW

Organizations require strong negotiation skills for procurement professionals capability to remain competitive, control costs, manage risk, and deliver sustainable operational and commercial value.

This in-house program develops practical negotiation skills for procurement professionals capability through structured frameworks, applied tools, case studies, and improvement methods relevant to modern organizations.

Business Challenges Addressed

- > Inconsistent processes and performance
- > Limited governance and accountability
- > Rising operational and commercial costs
- > Weak planning and coordination
- > Performance visibility limitations
- > Inefficient workflows and controls
- > Stakeholder alignment challenges
- > Risk and compliance exposure
- > Limited measurement and reporting
- > Difficulty sustaining improvement

Key Learning Outcomes

- > Understand negotiation skills for procurement professionals principles and frameworks
- > Improve negotiation skills for procurement professionals processes
- > Identify performance risks and improvement gaps
- > Apply structured analysis and decision-making tools
- > Strengthen governance and accountability
- > Improve coordination and stakeholder alignment
- > Develop meaningful performance indicators
- > Support data-driven decision-making
- > Improve operational and commercial outcomes
- > Create sustainable improvement systems

WHO SHOULD ATTEND

Procurement Managers

Procurement Specialists

Category Managers

Purchasing Managers

Supply Chain Managers

Contract Managers

Commercial Managers

Supplier Management

Business Professionals

Department Heads

TRAINING METHODOLOGY

Interactive learning approaches support practical application and can be customized to the organization's environment, industry, and participant experience.

ID Instructor-Led Discussions

ICS Industry Case Studies

PW Practical Workshops

GE Group Exercises

SA Scenario Analysis

PA Performance Activities

IS Improvement Simulations

ITE Interactive Team Engagement

COURSE MODULES

01 Foundations of Effective Negotiation

- Core principles of foundations of effective negotiation
- Current practices and operational considerations
- Structured analysis and decision-making tools
- Performance risks and improvement opportunities
- Practical implementation approaches
- Continuous improvement and sustainability

02 Negotiation Planning & Preparation

- Core principles of negotiation planning & preparation
- Current practices and operational considerations
- Structured analysis and decision-making tools
- Performance risks and improvement opportunities
- Practical implementation approaches
- Continuous improvement and sustainability

03 Communication, Influence & Persuasion

- Core principles of communication, influence & persuasion
- Current practices and operational considerations
- Structured analysis and decision-making tools
- Performance risks and improvement opportunities
- Practical implementation approaches
- Continuous improvement and sustainability

04 Advanced Negotiation Strategies & Tactics

- Core principles of advanced negotiation strategies & tactics
- Current practices and operational considerations
- Structured analysis and decision-making tools
- Performance risks and improvement opportunities
- Practical implementation approaches
- Continuous improvement and sustainability

05 Managing Difficult Negotiations & Sustaining Results

- Core principles of managing difficult negotiations & sustaining results
- Current practices and operational considerations
- Structured analysis and decision-making tools
- Performance risks and improvement opportunities
- Practical implementation approaches
- Continuous improvement and sustainability



TAILORED TO YOUR NEEDS

Modules can be customized to align with your industry, operational environment, and participant experience.

[DISCUSS CUSTOMIZATION](#)


SCAN TO VIEW COURSE PAGE



READY TO IMPROVE NEGOTIATION SKILLS FOR PROCUREMENT PROFESSIONALS PERFORMANCE?

Partner with Train Develop Empower to build a resilient, agile and future-ready supply chain. Let's create lasting impact together.

[REQUEST PROPOSAL](#)


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