

Contract Negotiation and Purchasing Skills Masterclass

Supply Chain & Logistics
Munich (Germany)
14 - 18 Jul 2025

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Contract Negotiation and Purchasing Skills Masterclass

Ref: 321538_126540 **Date:** 14 - 18 Jul 2025 **Location:** Munich (Germany) **Fees:** 4400 **Euro**

Course Description

This comprehensive 5-day course equips professionals with advanced contract negotiation and purchasing skills. Participants will learn strategic approaches to negotiation, effective purchasing techniques, and best practices in contract management. The course combines theoretical knowledge with practical exercises to ensure real-world application.

Learning Objectives

- Master advanced negotiation strategies for complex contracts
- Develop strategic purchasing skills to optimize cost and value
- Learn effective contract management and risk mitigation techniques
- Enhance communication and relationship-building skills in procurement
- Gain practical experience through real-world case studies and exercises

Course Modules

Day 1: Foundations of Contract Negotiation

- Introduction to contract law and terminology
- Negotiation theory and psychology
- Preparing for negotiations: research and strategy
- Effective communication in negotiations

Day 2: Advanced Negotiation Techniques

- Power dynamics in negotiations
- Handling difficult negotiators and tactics
- Win-win negotiation strategies
- Cross-cultural negotiation considerations

Day 3: Strategic Purchasing and Procurement

- Strategic sourcing principles
- Supply chain management fundamentals
- Cost analysis and value assessment
- Supplier relationship management

Day 4: Contract Management and Risk Mitigation

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- Key contract clauses and their implications
- Risk identification and management in contracts
- Contract performance monitoring and KPIs
- Dispute resolution and contract amendments

Day 5: Practical Application and Case Studies

- Negotiation simulation exercises
- Case studies in strategic purchasing
- Contract drafting workshop
- Action planning for implementation

Practical Wins for Participants

- Ability to negotiate more favorable contract terms
- Skills to reduce procurement costs and increase value
- Improved contract management and risk mitigation capabilities
- Enhanced professional network in procurement and contracting

A graphic of a chessboard with several chess pieces. A large gold king piece is prominent in the foreground, with a silver pawn and a gold pawn nearby. In the background, there are concentric circles emanating from a point on the board.

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www.blackbird-training.com



training@blackbird-training.com



+44 7480 775526 / +44 7401 177335