

Advanced Contract Negotiation and Purchasing Skills Course

Supply Chain & Logistics
Rome (Italy)
08 - 12 Sep 2025

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A close-up photograph of chess pieces on a checkered board. In the foreground, a large, ornate gold king piece stands prominently. To its left, a smaller silver pawn is visible. Further back, another silver pawn is positioned. The background features concentric circles, suggesting a target or focus. The overall image conveys a sense of strategy and competition.

Advanced Contract Negotiation and Purchasing Skills Course

Ref: 321566_129692 **Date:** 08 - 12 Sep 2025 **Location:** Rome (Italy) **Fees:** 4200 **Euro**

Course Description

This intensive 5-day course equips procurement professionals with advanced skills in contract negotiation and strategic purchasing. Participants will learn cutting-edge negotiation techniques, risk management strategies, and effective contract drafting methods. The program combines theoretical knowledge with practical exercises to enhance decision-making and problem-solving abilities in complex procurement scenarios.

Learning Objectives

- Master advanced negotiation strategies and tactics for high-value contracts
- Develop skills in drafting comprehensive and legally sound contracts
- Learn to identify and mitigate risks in procurement and contract management
- Enhance strategic thinking in purchasing decisions and supplier relationships
- Improve conflict resolution and dispute management techniques

Course Modules

Day 1: Foundations of Advanced Contract Negotiation

- Negotiation theory and psychology in procurement
- Advanced preparation techniques for complex negotiations
- Stakeholder analysis and management in negotiations
- Cultural considerations in international contract negotiations

Day 2: Strategic Purchasing and Supplier Management

- Advanced supplier selection and evaluation methods
- Strategic sourcing and category management
- Total cost of ownership analysis
- Building and managing strategic supplier relationships

Day 3: Contract Drafting and Legal Considerations

- Key clauses and their implications in procurement contracts
- Risk allocation and mitigation through contract terms
- Intellectual property and confidentiality in contracts
- International contract law and jurisdictional issues

A graphic of a chessboard with several chess pieces (king, queen, rook, knight, and pawns) in gold and silver. The text 'UK Training PARTNER' is overlaid on the board.

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Day 4: Advanced Negotiation Tactics and Dispute Resolution

- Power dynamics and leverage in negotiations
- Handling difficult negotiators and deadlock situations
- Alternative dispute resolution methods
- Negotiating contract changes and amendments

Day 5: Risk Management and Contract Performance

- Identifying and assessing procurement and contract risks
- Performance management and KPIs in contracts
- Contract compliance and audit techniques
- Ethical considerations in procurement and negotiation

Practical Wins for Participants

- Ability to negotiate more favorable terms in high-value contracts
- Enhanced skills in drafting clear, comprehensive contracts
- Improved strategies for managing supplier relationships and performance
- Increased confidence in handling complex procurement scenarios and disputes

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www.blackbird-training.com



training@blackbird-training.com



+44 7480 775526 / +44 7401 177335