

Advanced Contract Negotiation and Purchasing Skills Course

Supply Chain & Logistics
Dubai (UAE)
14 - 18 Sep 2025

UK Traininig

PARTNER

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, creating a sense of depth and focus on the pieces.

Advanced Contract Negotiation and Purchasing Skills Course

Ref: 321566_130180 **Date:** 14 - 18 Sep 2025 **Location:** Dubai (UAE) **Fees:** 3900 **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 (a king, a queen, a rook, and a pawn) in gold and silver. The text 'UK Training PARTNER' is overlaid on the board.

UK Training
PARTNER

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

Blackbird training cities



Accra (Ghana)

Amman (Jordan)

Amsterdam (Netherlands)

Annecy (France)

Baku (Azerbaijan)

Bali (Indonesia)

Bangkok (Thailand)

Bangkok (Thailand)

Barcelona (Spain)

Batumi (Georgia)

Beijing (China)

Beirut (Lebanon)

Berlin (Germany)

Birmingham (UK)

Bordeaux (France)

Boston, Massachusetts (USA)

Brussels (Belgium)

Cairo (Egypt)

Cape Town (South Africa)

Casablanca (Morocco)

Cascais (Portugal)

Copenhagen (Denmark)

Doha (Qatar)

Dubai (UAE)

Düsseldorf (Germany)

UK Training
PARTNER



Blackbird Training Category



Human Resource



Audit & Quality Assurance



Finance, Accounting, Budgeting



Marketing, Sales, Customer Service



Secretary & Admin



Law and Contract Management



Project Management



IT & IT Engineering



Supply Chain & Logistics



Management & Leadership



Professional Skills



Oil & Gas Engineering



Health & Safety



Telecom Engineering



Hospital Management



Customs & Safety



Aviation



C-Suite Training



Agile and Refinement



Blackbird training Clients



MANNAI Trading
Company WLL,
Qatar



Alumina Corporation
Guinea



Booking.com
Netherlands



Oxfam GB International
Organization,
Yemen



Capital Markets
Authority,
Kuwait



Waltersmith Petroman Oil Limited
Nigeria



Qatar National Bank
(QNB),
Qatar



Qatar Foundation,
Qatar



AFRICAN UNION ADVISORY
BOARD ON CORRUPTION,
Tanzania



KFAS
Kuwait



Reserve Bank of
Malawi,
Malawi



Central Bank of Nigeria
Nigeria



Ministry of Interior
Kingdom of Saudi Arabia
KSA



Mabruk Oil Company
Libya



Saudi Electricity
Company,
KSA



BADAN PENGELOLA
KEUANGAN Haji,
Indonesia



NATO
Italy



ENI CORPORATE
UNIVERSITY,
Italy



Gulf Bank
Kuwait



General Organization for
Social Insurance
KSA



Defence Space Administration
Nigeria



National Industries
Group (Holding),
Kuwait



Hamad Medical
Corporation,
Qatar



USAID
Pakistan



STC Solutions,
KSA



North Oil company,



EKO Electricity



Oman Broadband



UNITED NATIONS
UN.



Authority for

UK Training
PARTNER



LONDON TRAINING PROVIDER



www.blackbird-training.com



training@blackbird-training.com



+44 7480 775526 / +44 7401 177335