

# Contract Negotiation and Purchasing Skills Masterclass

Supply Chain & Logistics  
Lisbon (Portugal)  
04 - 08 Aug 2025

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## Contract Negotiation and Purchasing Skills Masterclass

**Ref:** 321538\_132150 **Date:** 04 - 08 Aug 2025 **Location:** Lisbon (Portugal) **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

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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- 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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[training@blackbird-training.com](mailto:training@blackbird-training.com)



+44 7480 775526 / +44 7401 177335