

Contract Negotiation and Purchasing Skills Masterclass

Supply Chain & Logistics
Istanbul (Turkey)
21 - 25 Sep 2025

UK Traininig

PARTNER



Contract Negotiation and Purchasing Skills Masterclass

Ref: 321538_136589 **Date:** 21 - 25 Sep 2025 **Location:** Istanbul (Turkey) **Fees:** 3900 **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

UK Training
PARTNER



- 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 silver knight nearby. In the background, there are concentric circles emanating from a point on the board.

UK Training
PARTNER

Blackbird training cities



Amman (Jordan)



Amsterdam (Netherlands)

Accra (Ghana)

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