

Future-Proof Procurement: Negotiation & Contract Skills 2030

International Seminar
Madrid (Spain)
14 - 18 Jul 2025

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Future-Proof Procurement: Negotiation & Contract Skills 2030

Ref: 32134_139063 **Date:** 14 - 18 Jul 2025 **Location:** Madrid (Spain) **Fees:** 4400 **Euro**

Course Description

This comprehensive 5-day course prepares procurement professionals for the challenges and opportunities of 2030 and beyond. Participants will learn cutting-edge strategies for digital procurement, AI-powered negotiation techniques, and innovative contract management in an increasingly complex business landscape.

Learning Objectives

- Master advanced digital procurement tools and strategies
- Develop AI-enhanced negotiation skills for complex supplier relationships
- Learn innovative contract management techniques for the digital age
- Understand emerging trends and technologies shaping procurement's future
- Acquire skills to drive value, sustainability, and innovation in procurement

Course Modules

Day 1: The Future of Procurement

- Digital transformation in procurement
- Emerging technologies: AI, blockchain, and IoT
- Data-driven decision making
- Sustainable and ethical procurement practices

Day 2: Advanced Negotiation Strategies

- AI-powered negotiation tools and techniques
- Behavioral economics in procurement negotiations
- Cross-cultural negotiation in a global market
- Collaborative negotiation for long-term partnerships

Day 3: Innovative Contract Management

- Smart contracts and blockchain technology
- Risk management in digital contracts
- Performance-based and outcome-driven contracts
- Agile contract management methodologies

Day 4: Strategic Supplier Relationship Management

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- Advanced supplier segmentation and evaluation
- Collaborative innovation with key suppliers
- Managing global and diverse supply chains
- Leveraging big data for supplier insights

Day 5: Future-Proofing Your Procurement Function

- Building a resilient and agile procurement organization
- Talent management and upskilling for Procurement 2030
- Integrating ESG factors into procurement strategy
- Measuring and communicating procurement's strategic value

Practical Wins for Participants

- Develop a digital procurement transformation roadmap
- Create an AI-enhanced negotiation playbook
- Design a smart contract template for key suppliers
- Craft a strategic plan for future-proofing your procurement function

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.

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