Advanced Contract Negotiation and Purchasing Skills Course

4 – 8 January 2027
Vienna (Austria)



Advanced Contract Negotiation and Purchasing Skills Course

Ref: 321566_163905 **Date:** 4 – 8 January 2027 **Location:** Vienna (Austria) **Fees:** 5200 GBP

Why This Course

In today's competitive and risk-sensitive business environment, procurement has evolved into a strategic function that directly impacts profitability, operational resilience, and long-term partnerships. High-value contracts require more than basic negotiation skills—they demand strategic thinking, legal awareness, risk foresight, and the ability to manage complex stakeholder dynamics.

This intensive 1-week program equips procurement and supply chain professionals with advanced capabilities in contract negotiation and strategic purchasing. Combining negotiation psychology, legal fundamentals, and practical simulations, the course strengthens participants' ability to secure favorable terms, manage supplier risk, and protect organizational interests in complex procurement scenarios.

What You'll Learn and Practice

By attending this program, you will:

- Apply advanced negotiation strategies in high-value and high-risk contracts.
- Draft clear, comprehensive, and legally sound procurement agreements.
- Identify and mitigate contractual and supplier-related risks.
- Strengthen strategic sourcing and supplier relationship management practices.
- Handle disputes, deadlocks, and contract amendments with confidence.
- Enhance ethical decision-making and compliance in procurement processes.

The Program Flow

Day 1: Foundations of Advanced Contract Negotiation

- Negotiation theory and behavioral psychology in procurement
- Advanced preparation and scenario planning techniques
- Stakeholder analysis and influence strategies
- Cross-cultural considerations in international negotiations

Day 2: Strategic Purchasing and Supplier Management

- Advanced supplier evaluation and selection methodologies
- Strategic sourcing and category management frameworks
- Total Cost of Ownership TCO analysis
- Building and sustaining long-term strategic supplier relationships



Day 3: Contract Drafting and Legal Considerations

- Critical clauses in procurement contracts and their implications
- Risk allocation through warranties, indemnities, and limitation clauses
- Intellectual property rights and confidentiality protections
- International contract law and jurisdictional considerations

Day 4: Advanced Negotiation Tactics and Dispute Resolution

- Power dynamics, leverage, and negotiation positioning
- Managing difficult negotiators and resolving deadlocks
- Alternative dispute resolution methods ADR
- Negotiating contract variations, renewals, and amendments

Day 5: Risk Management and Contract Performance

- Identifying and assessing procurement and contractual risks
- Contract performance management and KPIs
- Compliance monitoring and contract audit practices
- Ethical standards and governance in procurement negotiations

Individual Impact

- Stronger ability to negotiate favorable commercial and contractual terms.
- Enhanced competence in drafting and reviewing procurement contracts.
- Improved strategic thinking in supplier selection and management.
- Greater confidence in resolving disputes and managing complex negotiations.

Organizational Impact

- Reduced contractual and supplier-related risks.
- Improved cost efficiency and value realization in procurement activities.
- Stronger supplier partnerships aligned with strategic objectives.
- Enhanced compliance, governance, and ethical procurement practices.

Training Methodology

- Interactive negotiation simulations and role-play exercises.
- Real-world contract review and drafting workshops.
- Case studies based on complex procurement scenarios.
- Group discussions focused on strategy, risk, and dispute management.



Beyond the Course

Participants will leave ready to:

- Lead high-stakes contract negotiations effectively.
- Draft and manage contracts that protect organizational interests.
- Strengthen supplier performance and accountability frameworks.
- Navigate complex procurement environments with strategic clarity and confidence.

