Mastering Tendering, Procurement & Negotiation Skills Course

6 – 10 September 2027
Paris (France)



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Why This Course

Procurement today is a strategic function that directly impacts cost efficiency, supplier performance, and overall business success. Managing tenders effectively and negotiating strong agreements are essential skills for achieving value and maintaining competitive advantage.

This comprehensive 1-week program is designed to equip professionals with advanced capabilities in tendering, procurement, and negotiation. It focuses on practical tools and structured approaches that help participants improve decision-making, strengthen supplier relationships, and deliver measurable results.

What You'll Learn and Practice

By joining this program, you will:

- Develop procurement strategies aligned with organizational objectives.
- Manage the full tendering process with confidence and accuracy.
- Apply advanced negotiation techniques to secure better outcomes.
- Strengthen supplier relationship management practices.
- Improve contract management and performance monitoring.

The Program Flow

Day 1: Strategic Procurement Management

- Aligning procurement activities with business strategy.
- Analyzing supply markets and identifying risks.
- Developing procurement policies and structured processes.
- Defining key performance indicators for procurement.

Day 2: Mastering the Tendering Process

- Preparing clear and effective tender documentation.
- Designing evaluation criteria and selection methods.
- Managing tender submissions and communications.
- Understanding legal and ethical considerations.



Day 3: Advanced Procurement Techniques

- Applying strategic sourcing and category management approaches.
- Evaluating total cost across procurement decisions.
- Leveraging digital procurement tools and systems.
- Integrating sustainability and ethical practices.

Day 4: Negotiation Strategies in Procurement

- Preparing for negotiations with clear objectives.
- Applying effective negotiation tactics and techniques.
- Managing negotiation dynamics and challenges.
- Adapting strategies in different business environments.

Day 5: Contract Management and Supplier Relationships

- Understanding contract structures and key clauses.
- Monitoring supplier performance and outcomes.
- Managing contract changes and resolving issues.
- Building long-term, value-driven supplier relationships.

Individual Impact

- Strengthen your strategic approach to procurement.
- Improve your negotiation and decision-making skills.
- Build confidence in managing tenders and supplier relationships.
- Enhance your ability to deliver cost-effective solutions.

Organizational Impact

- Improve procurement efficiency and cost management.
- Strengthen supplier performance and collaboration.
- Enhance transparency and control in procurement processes.
- Support long-term value creation and operational success.

Training Methodology

This program emphasizes practical, hands-on learning through:

- Real-world procurement and tendering scenarios.
- Interactive workshops and negotiation simulations.
- Case studies on supplier management and contract evaluation.
- Tools and templates for immediate workplace application.



Beyond the Course

By the end of this program, participants will be equipped with the tools and strategies needed to manage procurement and tendering effectively.

They will return ready to:

- Develop and implement strategic procurement plans.
- Manage tenders with structured evaluation approaches.
- Negotiate stronger agreements with suppliers.
- Monitor supplier performance and improve outcomes.

This course enables professionals to elevate procurement into a strategic, value-driven function—delivering efficiency, stronger partnerships, and sustainable business results.

