

Mastering Tendering, Procurement & Negotiation Skills

7 – 11 December 2026
Rome (Italy)

UK Training

PARTNER



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Ref: 322880_217356 **Date:** 7 – 11 December 2026 **Location:** Rome (Italy) **Fees:** 5200 GBP

Course Description

This intensive 5-day course equips procurement professionals with advanced skills in tendering, procurement, and negotiation. Participants will learn best practices for supplier selection, contract management, and strategic negotiation techniques. The course combines theoretical knowledge with practical exercises to enhance procurement effectiveness and drive organizational success.

Learning Objectives

- Develop comprehensive tendering and procurement strategies
- Master advanced negotiation techniques for optimal outcomes
- Enhance supplier relationship management skills
- Implement effective contract management practices
- Optimize procurement processes for cost savings and efficiency

Course Modules

Day 1: Foundations of Strategic Procurement

- Procurement strategy alignment with organizational goals
- Supply market analysis and supplier segmentation
- Risk management in procurement
- Procurement performance metrics and KPIs

Day 2: Tendering Process and Best Practices

- Tender preparation and documentation
- Evaluation criteria development
- Bid analysis and supplier selection techniques
- E-tendering and procurement technologies

Day 3: Advanced Procurement Techniques

- Total cost of ownership analysis
- Strategic sourcing methodologies
- Category management principles
- Sustainable and ethical procurement practices

A graphic of a chessboard with several chess pieces. In the foreground, there are three pieces: a dark pawn, a light pawn, and a gold king. In the background, there are concentric circles emanating from the king piece.

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Day 4: Negotiation Strategies and Skills

- Negotiation preparation and planning
- Effective communication in negotiations
- Power dynamics and influence tactics
- Win-win negotiation strategies

Day 5: Contract Management and Supplier Relationships

- Contract terms and conditions essentials
- Supplier performance management
- Conflict resolution and issue management
- Continuous improvement in supplier relationships

Practical Wins for Participants

- Develop a strategic procurement plan for your organization
- Create a comprehensive tender evaluation framework
- Conduct a simulated high-stakes procurement negotiation
- Design a supplier relationship management program

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A graphic illustration of a chessboard with a checkered pattern. In the foreground, three chess pieces are visible: a gold king, a silver pawn, and a gold pawn. The background features a series of concentric, light gray circles emanating from behind the king piece.