Mastering Tendering, Procurement & Negotiation Skills

7 – 11 March 2027
Dubai (UAE)



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Ref: 322880_217367 **Date:** 7 – 11 March 2027 **Location:** Dubai (UAE) **Fees:** 4200 GBP

Course Description

This intensive 1-week 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



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

