

# Mastering Purchasing, Negotiation & Cost Reduction Skills

14 – 18 February 2027  
Istanbul (Turkey)

UK Training

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## Mastering Purchasing, Negotiation & Cost Reduction Skills

**Ref:** 322885\_217618 **Date:** 14 – 18 February 2027 **Location:** Istanbul (Turkey) **Fees:** 4200 GBP

### Course Description

This intensive 5-day course equips procurement professionals with advanced skills in purchasing techniques, negotiation strategies, and cost reduction. Participants will learn to optimize procurement processes, master negotiation tactics, and implement effective cost-saving measures to drive organizational value and efficiency.

### Learning Objectives

- Develop advanced purchasing strategies and techniques
- Master negotiation skills for securing favorable terms
- Implement effective cost reduction and supplier management strategies
- Optimize procurement processes and leverage data-driven insights
- Enhance strategic decision-making in procurement

### Course Modules

#### Day 1: Advanced Purchasing Techniques

- Strategic sourcing and category management
- Supplier evaluation and selection methodologies
- E-procurement systems and digital transformation
- Risk management in procurement

#### Day 2: Negotiation Mastery

- Negotiation preparation and planning
- Advanced negotiation tactics and techniques
- Managing complex negotiations
- Post-negotiation evaluation and relationship management

#### Day 3: Cost Reduction Strategies

- Identifying cost drivers and savings opportunities
- Total Cost of Ownership TCO analysis
- Implementing cost reduction initiatives
- Measuring and reporting cost savings

A graphic of a chessboard with several pawns. In the foreground, a large gold king piece stands prominently. Behind it, several silver and gold pawns are positioned on the board. The background features a series of concentric circles, suggesting a strategic or tactical theme.

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## **Day 4: Supplier Relationship Management**

- Developing strategic supplier partnerships
- Supplier performance measurement and improvement
- Collaborative cost reduction with suppliers
- Managing global supply chains

## **Day 5: Data-Driven Procurement**

- Leveraging data analytics in procurement
- Key Performance Indicators KPIs for procurement excellence
- Implementing continuous improvement processes
- Future trends in procurement and supply chain management

## **Practical Wins for Participants**

- Develop a strategic sourcing plan for a key category
- Create a negotiation strategy for an upcoming supplier contract
- Identify and quantify potential cost savings in your organization
- Design a data-driven procurement dashboard for decision-making

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