

Negotiation and Cost Reduction in Purchasing & Procurement

19 – 23 October 2026
Orlando, Florida (USA)

UK Training

PARTNER

A photograph of chess pieces on a checkered board. In the foreground, a large gold king piece stands prominently. To its left is a smaller silver pawn. Further back and to the left is another silver pawn. The background features concentric circles, suggesting a strategic or tactical theme.

Negotiation and Cost Reduction in Purchasing & Procurement

Ref: 322902_218424 **Date:** 19 – 23 October 2026 **Location:** Orlando, Florida (USA) **Fees:** 5900 GBP

Course Description

This comprehensive 5-day course equips procurement professionals with advanced negotiation techniques and cost reduction strategies. Participants will learn to analyze spend profiles, evaluate supplier pricing, and implement effective negotiation tactics to drive significant cost savings and enhance overall procurement performance.

Learning Objectives

- Develop advanced negotiation skills for procurement success
- Master cost reduction techniques and spend analysis methods
- Understand supplier pricing structures and market dynamics
- Implement strategic sourcing and category management approaches
- Enhance supplier relationship management for long-term value

Course Modules

Day 1: Foundations of Strategic Procurement

- Overview of procurement's role in organizational success
- Spend analysis and opportunity identification
- Total cost of ownership TCO concepts
- Developing a strategic sourcing roadmap

Day 2: Advanced Negotiation Techniques

- Negotiation styles and strategies
- Preparing for high-stakes negotiations
- Power dynamics and leverage in negotiations
- Win-win negotiation tactics

Day 3: Cost Reduction Strategies

- Price analysis and cost modeling
- Supplier cost structure analysis
- Value engineering and specification optimization
- Implementing should-cost models

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A graphic illustration of a chessboard with several chess pieces. A large gold king piece is prominent in the foreground, with a silver pawn and a gold pawn nearby. The background shows concentric circles emanating from behind the king piece, suggesting a strategic or competitive theme.

Day 4: Supplier Relationship Management

- Strategic supplier selection and evaluation
- Collaborative cost reduction initiatives
- Performance metrics and scorecards
- Managing supplier innovation and continuous improvement

Day 5: Implementing Procurement Excellence

- Category management best practices
- Procurement technology and analytics
- Change management for procurement transformation
- Action planning for immediate impact

Practical Wins for Participants

- Develop a strategic sourcing plan for a key spend category
- Create a negotiation strategy for an upcoming supplier contract
- Identify and quantify cost reduction opportunities in current operations
- Design a supplier relationship management program for top vendors

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