

PROCUREMENT & SUPPLY CHAIN

Advanced Procurement Negotiation & Supplier Management 2030

A two-day programme in procurement negotiation & supplier management, with eight modules and workplace application.



DURATION 2 days

DELIVERY Public or in-house

Why this programme

Negotiation and supplier relationship management in 2030 require a balance between data-backed assertiveness and collaborative value creation. This course equips negotiators with behavioral insights, cross-cultural strategies, digital simulation tools, and collaborative frameworks required to negotiate complex supplier ecosystems and drive strategic alignment across long-term partnerships.

What participants will learn

- 01** Data-Driven Negotiation: Utilize predictive pricing models and spend data to enter negotiations with maximum leverage.
- 02** Collaborative Relationships: Transform adversarial negotiation dynamics into joint value-creation partnerships.
- 03** Cross-Cultural Mastery: Navigate global negotiation nuances and virtual multi-stakeholder environments effectively.
- 04** Performance Tracking: Implement supplier relationship management (SRM) governance frameworks that sustain post-negotiation value.

Who should attend

Procurement and sourcing professionals, supply chain managers, supplier relationship teams, operations leaders and inventory or warehouse managers.

How you will learn

Trainer-led explanation and discussion connect the module topics to workplace application. Simulated negotiation roleplay with real-time feedback.

Detailed programme

Day 1: Negotiation Preparation & Behavioral Dynamics

01 The Modern Negotiation Paradigm

- Shifting from zero-sum bargaining to value-creation partnerships.
- Analyzing power dynamics in complex vendor markets.
- Establishing negotiation boundaries: BATNA, ZOPA, and WATNA in 2030.

02 Data-Backed Preparation & Cost Modeling

- Utilizing predictive pricing models and cost breakdown analytics.
- Uncovering hidden vendor costs and margin structures.
- Designing structured negotiation playbooks and concession matrices.

03 Behavioral Psychology & Persuasion Techniques

- Psychological drivers and decision-making biases in negotiations.
- Advanced questioning techniques and active listening strategies.
- Managing high-pressure situations and counter-tactics.

04 Virtual & Multi-Party Negotiation Strategies

- Navigating digital/remote negotiation environments effectively.
- Managing multi-stakeholder cross-functional negotiation teams.
- Cross-cultural communication nuances in global supplier negotiations.

Detailed programme

Day 2: Contractual Alignment & SRM Integration

05 Strategic Partnering & Collaborative Value Creation

- Joint process innovation and co-development models.
- Value-sharing mechanisms and gain-sharing incentive structures.
- Structuring win-win agreements for volatile supply environments.

06 Resolving Complex Deadlocks & Conflict Resolution

- De-escalation tactics for high-stakes supplier disputes.
- Mediation methodologies and interest-based negotiation.
- Restructuring existing contracts under changed economic conditions.

07 Supplier Relationship Management (SRM) Frameworks

- Segmenting suppliers based on strategic impact and risk profile.
- Establishing SRM governance, executive sponsorship, and review cadences.
- Measuring joint value creation through balanced scorecards.

08 Post-Negotiation Value Realization & Simulation

- Ensuring contract compliance and preventing leakage.
- Simulated negotiation roleplay with real-time feedback.
- Developing a personal negotiation mastery development plan.

How you will learn

Trainer-led explanation and discussion connect the module topics to workplace application. Simulated negotiation roleplay with real-time feedback.

TRAINER PROFILE

Dr Jude Selvaraj Joseph

A master trainer and consultant with more than 25 years of corporate experience across education, hospitality, logistics and supply chain. His work connects leadership, people development and operational improvement.

Trainer availability is confirmed for each programme.

Confirm HRD Corp (HRDF) eligibility and claim arrangements with ISDS before booking. Where applicable, claims are arranged through Orange Revolution.

Plan your training with ISDS

Discuss fees, delivery options and a programme suited to your team.

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