

How to improve your purchasing negotiations

-Référence: **IE-37**

-Durée: **2 Jours (14 Heures)**

Les objectifs de la formation

A qui s'adresse cette formation ?

POUR QUI :

- Buyers, purchasing managers, anyone who needs to conduct purchasing negotiations

Programme

- **Fundamentals on purchasing negotiation**
 - Presentation of the negotiations steps Stakes and targets The different actors and their relationships The main families of strategies Exercise Each participant gives a briefing about a real negotiating situation.
 - The other participants and the trainer help preparing the session.
- **Identify your personal communication profile for better negotiations**
 - The different types of negotiators, Identify your own style Identify your personal communication profile: DISC assessment, VAK model Adapt your communication to the suppliers' profiles Develop assertive behaviour Exercise Behavioral pattern to discover personal communication profile



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Nous sommes à votre disposition :
De Lun - Ven 09h00-18h00 et Sam 09H00 – 13H00

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