KOENIG SOLUTIONS · COURSE OUTLINE

Advanced Negotiation in Supply Chain (L5M15)

60 Hours	3	38
DURATION	MODULES	TOPICS

WHO THIS COURSE IS FOR

Target Audience:

Provides senior buyers, contract and supply chain managers with the expertise to improve organisational procurement and to fulfil organisational objectives. It gives you the knowledge base to reduce cost, improve quality and timescales, manage the supply chain and deal with legal issues

PREREQUISITES

- You will need to have achieved the CIPS Level 4 Diploma in Procurement and Supply.

LEARNING OBJECTIVES

- Analyse pre-negotiation preparation such as team and agenda setting
- Examine negotiation strategies, tools and techniques
- Examine post-negotiation actions such as implementation and monitoring
- Assess changing relationships within the negotiation process
- Analyse ethics and their influence, including bribery and fraud
- Assess methods to influence individuals and groups, such as alliances
- Assess behavioural factors such as motivation and leadership style

COURSE SYLLABUS

3 Modules, 38 Topics

1.0

Understand the Key Stages Which Impact on the Negotiation Process and Outcomes

1.1 ANALYSE PRE-NEGOTIATION AND THE ASSOCIATED PREPARATION THAT SHOULD BE MADE

- Who is to negotiate – team vs. individual – advantages vs. disadvantages
- The venue, intelligence gathering, clear objectives, strategy and tactics, rehearsal
- Negotiation agenda – advantages vs. disadvantages

1.2 EXAMINE NEGOTIATION AND THE ASSOCIATED STRATEGIES, TOOLS AND TECHNIQUES

- Specialist tools of negotiation
- Framing an agenda
- Questions to elicit information and apply pressure
- Concessions to secure movement
- Reciprocated concessions
- Understanding the personalities of one's opponents and their motivational drivers
- Deadlocked negotiations
- The effects of lengthy negotiations, tiredness and concentration
- Concluding the negotiation, planning, agreements, benefits and value added

1.3 EXAMINE POST-NEGOTIATION ACTIONS

- Clear agreements
- Selling the agreements to stakeholders
- Implementing agreements, planning, contracts, joint implementation teams, performance reviews and continuous improvement
- Establish monitoring procedures

2.0

Understand Negotiation Relationships and Ethics

2.1 ASSESS THE CHANGING RELATIONSHIPS WITHIN THE NEGOTIATION PROCESS

Honesty and working relationships · Build mutual trust · Assess the situation · Place negotiation in the long-term context

2.2 ANALYSE ETHICS AND ITS INFLUENCE ON THE NEGOTIATION PROCESS

Positional negotiation · Principled negotiation · Separate the people from the problem · Identify options for mutual gain – win-win · Sharing of information and data · Cultural factors · Bribery, corruption and fraud

3.0

Understand Methods and Behavioural Factors Which Can Influence Others

3.1 ASSESS METHODS TO INFLUENCE INDIVIDUALS AND GROUPS

- Building networks of trust and influence
- Creating alliances
- Identifying and dealing with conflict and resistance
- Managing ambiguity and uncertainty

3.2 ASSESS THE BEHAVIOURAL FACTORS THAT MIGHT INFLUENCE INDIVIDUALS

- Attitudes and responses
- Motivation
- Groups vs. informal organisations
- Leadership style and systems management
- Consultation and participation
- Empowerment
- Organisational structure

WHAT IS INCLUDED

Everything You Need to Succeed

- Koenig course material for every module
- Delivery by certified instructors and subject matter experts
- Hands-on exercises throughout the course
- Course completion certificate from Koenig

ABOUT KOENIG

Who We Are

Established in 1993, Koenig Solutions is a globally recognised training provider with 35+ technology partnerships, 5,000+ training programmes and a network of certified instructors and subject matter experts, supporting individuals and enterprise teams worldwide.

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