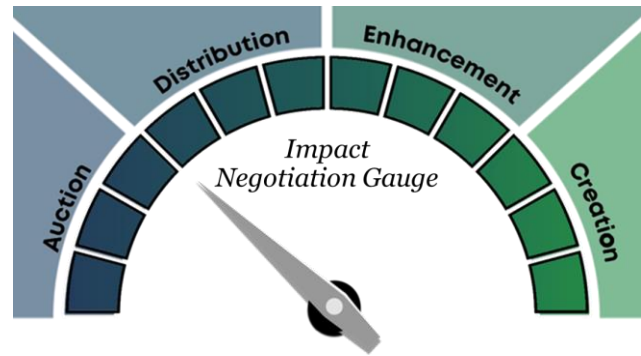


Impactful Procurement Negotiator

INTRODUCTION

Contrary to common belief, negotiation isn't solely innate; it's a skill honed through learning and practice. The Impactful Procurement Negotiator recognizes negotiation's pivotal role in procurement operations, directly influencing the bottom line.



Tailored for mid to senior procurement professionals, our immersive program includes in-depth case studies with video feedback, enabling participants to refine their negotiation skills and better prepare for effective execution.

Attendees receive actionable insights into their negotiation styles, immediately enhancing effectiveness and ensuring a significant return on investment.

Topics covered include the Impact's Planning House Methodology, influencing in negotiations, balance of power assessment, obstacle analysis, tactical principles, conditional trading, and more. By the end, emerge as an Impactful Procurement Negotiator ready to tackle diverse scenarios confidently and expertly.

DESCRIPTION

Experience a transformative two-day negotiation training that immerses participants in the intricacies of negotiation—the perfect blend of art and science. Our program introduces the Impact Planning House Methodology, offering comprehensive insights into negotiation preparation that significantly enhance readiness and directly influence negotiation outcomes. Beyond meticulous preparation, participants acquire a deep understanding of various negotiation types using Impact's Negotiation Gauge. This knowledge empowers individuals to adapt behaviors and employ tailored tactics, essential for optimizing negotiation outcomes.

KEY ELEMENTS

- Introduction to the Impact's Planning House Methodology
- Understanding preparation's impact on negotiation outcomes
- The art of influencing in negotiations
- Assessing and influencing the balance of power
- Obstacle analysis and scenario planning
- Introduction to Impact Negotiation Gauge
- Key tactical principles of negotiation execution
- Negotiation behavior at the table
- Aspects of Conditional trading
- Coaching to ensure application and guarantee the ROI

Participate in an interactive learning environment involving realistic case studies and simulations that mimic negotiation scenarios. Video feedback enhances learning by enabling direct application of knowledge, refining negotiation skills, and boosting confidence.

2 days



Up to
12
People



In
person



Follow up
Coaching

For more information contact us at:

contact@impactnegotiationgroup.com or our website

www.impactnegotiationgroup.com