



Supply Chain Negotiation Strategies

Would better negotiations benefit your company?



About the instructor:

Alisha Coury, is a supply chain professional with over 15 years of supply chain leadership experience, focused within the manufacturing sector.

"Alisha is one of the best instructors I have ever had at a workshop. The material is interesting and team exercises are informative and fun. I learned about negotiating items other than price."

*Barb Nelson, CPIM,
Sr. Buyer, Minco Products*

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Companies are dependent on their supply chain partners for successful operation. Ensuring you receive the right product at the right price at the right time can be an extreme negotiation challenge. A success negotiation can strengthen your supplier relationships for years to come where a bad experience can create havoc on your entire operation.

Course Objectives:

Develop a strategy for implementing successful negotiations with your supply chain partners. Learn how to create a negotiation planner, understand negotiation styles, tactics, and tips and tricks for dealing with international negotiations. Put your skills to the test as your negotiate for real money during this course!

- Preparing for a Negotiation: Utilizing a Negotiation Planner
- Negotiation Styles
- Negotiation Tactics: Concession Making and Breaking a Deadlock
- Negotiating Globally
- After the Negotiation

Who Should Attend: Supply Chain Managers, Purchasing Agents and Buyers, Contract Managers, Program Managers, and any Technical staff who interact with Suppliers.

Friday, December 14, 2018 8:00 a.m - 4:00 p.m

Fee: **MA members** \$329 per person **Non-MA members** \$449 per person
Receive a 10% discount if you register 14 days prior to the event

Location: **Manufacturers Alliance Training Center**
8421 Wayzata Blvd, Suite 190
Golden Valley, MN 55426
(For directions and map go to www.mfrall.com)

Reservations: For instant confirmation, reserve on-line at www.mfrall.com, by 3:00 pm on by December 12, 2018. *Your satisfaction is guaranteed.*

Cancellation Policy: **No refunds** for cancellations after 3:00 p.m. December 12, 2018, or for no-shows at workshop. *(Substitutions accepted)*

Pre-registration Required!