SUPPLY CHAIN NEGOTIATION STRATEGIES



Build confidence and capability in supply chain negotiations. Learn how to prepare effectively, adapt to different negotiation styles, and apply proven tactics to reach better agreements, while strengthening supplier relationships through hands-on, real-world negotiation exercises.

YOU'LL LEARN TO:

- ✓ How to prepare using a Negotiation Planner
- ✓ Proven tactics for successful negotiation outcomes
- ✓ How to recognize and adapt to negotiation styles
- ✓ Strategies for global negotiations
- ✓ Confidence through hands-on, real-money exercises

WORKSHOP FEE:
Members: $345 per person
Non-members: $445 per person

CUSTOMIZED TRAINING
Available to be brought onsite and customized to your needs.

DESIGNED FOR

Purchasing and operations professionals involved in supplier negotiations.

Manufacturers Alliance
Providing Training & Education Peer to Peer

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