

Effective Negotiation & Purchasing Skills



March 01-02, 2021



09:00 am - 12:00 pm (KSA)

Online

Instructor-Led



10:00 am - 01:00 pm (UAE)







About SIMFOTIX

SIMFOTIX is a trusted name in the executive education industry that offers cutting-edge corporate training programs. SIMFOTIX focuses on creating value for both learners and businesses through its varied program offerings. We, at Simfotix, hold unique expertise in developing our programs based on the design-learning concept that focuses on the key challenges of a learner and organization. Engagement, relevance, and effectiveness are the hallmarks of our learning solutions. So far, SIMFOTIX training programs are attended by over 5000 participants from over 1000 organizations operating MENAT region. Our clients regard their training experience with us inspiring and transformative.

On the e-learning front as well, SIMFOTIX offers courses that result in serious learning but in fun way, we adopt efficient gamification approach that is aligned with clear learning goals that L&D teams want to see as the achieved objectives. We also understand the ever-shifting corporate world challenges and even in online programs, we carry our legacy of quality, relevance, and impact that's why our programs are conducted by learned faculty comprised of global thought-leaders and top industry practitioners.

We also provide bespoke training solutions that are tailored and delivered in a way that it surpasses your expectations.

01	02	03	04
			
SOFT SKILLS COURSES	IT RELATED COURSES	BANKING & FINANCE	GAMIFICATION COURSES



About the Course

In today's hypercompetitive global economy, the scope and significance of negotiation can involve intense, high-stakes interactions revolving around a series of complex issues affecting multiple parties. When facing these more sophisticated situations, negotiators need highly developed negotiation skills and strategies to guide them through the intensive process that is often the difference between getting what they want and settling for what the other side will give them.

This two-day virtual, hands-on Negotiation & Purchasing Skills Workshop gives you the edge as a negotiation & procurement professional. As a result, you will gain insight into your own negotiating strengths and weaknesses, learn how to structure your own strategic and tactical negotiating "master plan," and practice negotiating using real life, real time scenarios to help you sharpen your negotiation skills.

Course Objectives

- Gain new negotiations insight into suppliers' bargaining tactics.
- Developing a negotiation plan that is simple, but highly effective.
- Understand how to expedite purchasing in a systematic manner.
- Manage the time effectively as a purchaser to reduce cost.
- Learn to Manage Suppliers Effectively.

Course Objectives

This program is suitable for Purchasing Managers and Executives, Supply Chain Personnel, Managers and Product Engineers and anyone who is involved in negotiation.



Course Outline

Pre-Purchasing strategies

- Developing buyer needs and requirements
- Understanding the buyer position
- Understanding the supplier position
- The number of suppliers in the market
- Forming a pre-negotiation checklist
- Forming the purchasing negotiation team
- Proper planning and preparation

Implementing the negotiation strategy

- Making the purchasing plan operational
- The best time to negotiate
- Time/Information is power in purchasing and negotiation
- The other types of power in negotiation
- The best place to negotiate
- Understanding supplier expectations
- The 80/20 rule of negotiation

Developing a negotiating style for Purchasing

- Attributes of a good negotiator
- Developing those attributes by the buyer
- Expressing your purchasing needs effectively
- Knowing your products and commodities
- Knowing the supplier products and services
- Active listening techniques
- Types of questioning styles
- Preparing the right list of questions
- Friends and relatives as suppliers
- Ethical behavior and negotiation





About Course Director



Haytham Etemad, Procurement & Supply Consultant & Trainer

Certified Professional Purchasing Manager (CPPM)

Certified Purchasing Professional (CPP)

Certified Purchasing Manager (CPM)

Memberships:

Chartered Institute of Procurement and Supply (CIPS)-UK - Chartered MCIPS
Association of Supply Chain Professionals (ASCP)-Egypt – Member

Haytham is a certified procurement and supply Trainer and consultant with more than 18 years of international experience in different fields. Haytham has held a range of positions in procurement and supply chain management within different industries including oil and gas, construction and healthcare internationally. In his final role with Sidra Medical and research Centre he led the goods and services procurement function, managing a diverse spend portfolio and a team across several countries.

Haytham in addition to being a CIPS qualification instructor he is a founding member of CIPS Egypt Branch and an active member in Egyptian procurement community to develop and elevate the skills of procurement professionals to be familiar with all procurement challenges in Egypt and Middle East.

Also, Haytham used to be a member of CIPS executive committee, as education Liaison officer and he had been working actively within procurement community through CIPS events and awareness sessions.

His specific area of expertise is defining/ updating department strategies, business plans, policies, procedures, process workflows, implementing ERP system and executing agreements with international companies.



Testimonials

Excellent training conducted by SIMFOTIX Professional Development. The whole day was full of fun and learning in Advanced MS Excel.

Department of Economic Development, Dubai

SIMFOTIX trainer bears a persuasive approach in training. The company is professional in the arrangements of training till the end to make it a memorable experience. The in-house session and the follow-up is excellent Approach.

The Executive Council of Dubai

My team was positive and happy with the deliverables of MS Excel training, and they think the session increased their knowledge and efficiency.

Ministry of Human Resources & Emiratization

SIMFOTIX in-house training on MS Excel was well organized and our team learned a lot of new things. We consider this as value and meeting our objectives.

HR Team, Emirates Islamic Bank

Registration Details

Regular Fee: USD 690 Per Participant (Plus VAT)

Team Offer: Pay for 2 and register 3rd for free.

Includes: Courseware, and SIMFOTIX Certificate

For registration (s) send us your **Name, Designation, Organization, and Mobile Number** to register@simfotix.com

For More Information please contact: **Qazi Waqas Ahmed**
Mobile: +971 56 309 0819; Email: waqas@simfotix.com