

SSM 45 – COST SAVING TECHNIQUES IN NEGOTIATION

INTRODUCTION

This intensive programme is aimed at experienced business negotiators who wish to explore further their current negotiation skills. It is designed to create a forum to discuss and implement the latest business negotiation developments and research findings. This course covers four (4) essential cost-saving techniques in any business environment: strategy, preparation, contract negotiation and reducing expenses. Each practice is then explored in a business negotiation setting.

WHO SHOULD ATTEND?

This course is aimed at personnel who wish to review or upgrade their negotiation skills to achieve better cost-effective solutions.

PROGRAMME CONTENTS

Session 1 – Devising a strategy and preparation

- Optimizing business results in a recession
- Shaping an effective negotiation strategy
- Business negotiation as an organisational capability
- Aligning negotiation strategy to execute on corporate business strategy
- Gaining competitive advantage through negotiation strategy & process
- Dealing with organisational negotiation challenges: Price, Complexity, Internal & External Stakeholders

Session 2 – Best practices in contract negotiation

- Leading edge & best practices in complex negotiation preparation
- Achieving optimal negotiation outcomes in complex negotiations
- Team based decision making and roles definition – managing the process
- Preparing for multiparty and cross cultural negotiations
- Creating and managing coalitions
- Multi issue negotiations

- Protect your interests
- Minimising contractual risks
- Structuring the key elements of the deal
- Managing the contract: negotiating contract variations

Session 3 - Supply chain optimization negotiation strategies

- Capitalize on the opportunities available to use negotiation as a tool to reduce expenses
- Planning a negotiation strategy for significant purchases
- Strategies for negotiating with sole suppliers
- Managing the entire life cycle – creating options to trade
- Best practices in analyzing the supply market to enhance your negotiation power