MAWA EVENTS

Address: No. 857, Block A2. Leisure Commerce Square - No 9., 46150 Petaling Jaya, Selangor, Malaysia

Phone: +601116373203 | **Email:** info@mawaevents.net

NEGOTIATION SKILLS FOR COST-EFFECTIVE PROCUREMENT & CONTRACTS

"Maximize Value, Minimize Risk, and Strengthen Supplier Relationships through Strategic Negotiation"

Schedule

Date	Venue	Fees (Face-to-Face)
03 – 06 Feb 2026	Dubai, UAE	USD 2995 per delegate
03 – 06 Mar 2026	Kuala Lumpur, Malaysia	USD 2995 per delegate
20 – 23 Jul 2026	Dubai, UAE	USD 2995 per delegate
04 – 07 Aug 2026	Dubai, UAE	USD 2995 per delegate
22 – 25 Sep 2026	Dubai, UAE	USD 2995 per delegate
24 – 27 Nov 2026	Dubai, UAE	USD 2995 per delegate

► **Available delivery methods:** Face-to-Face & Online Training

Introduction

Effective negotiation is a critical skill in procurement and contract management. The ability to secure favorable terms, manage supplier relationships, and protect organizational interests requires a deep understanding of both commercial principles and human dynamics.

This 4-day intensive training is designed to develop the negotiation competencies of procurement and contract professionals. Participants will gain practical techniques to manage pre- and post-award negotiations, navigate difficult conversations, and secure cost-effective, risk-aware outcomes. Through simulations, role-plays, and case analysis, delegates will build negotiation confidence and strategic thinking.

Objectives

By the end of this course, participants will be able to:

- Plan and execute procurement negotiations using structured strategies
- Understand supplier psychology and power dynamics
- Negotiate contract terms, pricing, risk, and service levels effectively
- Handle difficult conversations and overcome common negotiation barriers
- Build win-win outcomes while protecting cost, quality, and timelines
- Apply tactics tailored to sourcing, renewals, disputes, and change orders

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Why Attend

- Learn tested strategies to reduce procurement costs through negotiation
- Improve your confidence in high-stakes commercial discussions
- Understand how to negotiate under pressure, with limited leverage
- Gain templates, checklists, and playbooks for real-world application
- Practice negotiation skills in realistic, guided simulations

Target Audience

This program is designed for:

- Procurement and purchasing professionals
- Contract managers and supply chain officers
- Project and commercial managers
- Legal advisors and vendor management teams
- Anyone involved in negotiating with suppliers, vendors, or contractors

Individual Benefits

Key competencies that will be developed include:

- Planning and preparation for supplier negotiations
- Cost reduction through strategic deal-making
- Persuasive communication and objection handling
- Use of BATNA, ZOPA, and structured concession management
- Increased agility in adapting negotiation styles to situations

Organizational Benefits

Upon completing the training course, participants will demonstrate:

- Lower procurement and contract costs through skilled negotiation
- Improved vendor performance and compliance
- Reduced contract risks and strengthened governance
- Better alignment between procurement goals and business needs
- Enhanced internal stakeholder satisfaction

Instructional Methodology

The course follows a blended learning approach combining theory with practice:

- Strategy Briefings – Core negotiation theory, frameworks, and contract scenarios
- Case Studies – Real-world supplier negotiations and procurement outcomes
- Workshops – Deal structuring, communication planning, and risk-reward trade-offs
- Peer Exchange – Live simulations and feedback on negotiation behavior
- Tools – Preparation templates, scoring models, and performance checklists

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Course Outline

DETAILED 4-DAY COURSE OUTLINE

Training Hours: 7:30 AM – 3:30 PM Daily Format: 3–4 Learning Modules | Coffee breaks: 09:30 & 11:15 | Lunch Buffet: 01:00 – 02:00

Day 1: Foundations of Strategic Negotiation

- Module 1: Procurement Negotiation Fundamentals (07:30 – 09:30) • What makes a negotiation successful in procurement? • Hard vs. soft approaches, and interest-based bargaining
- Module 2: Planning and Power Dynamics (09:45 – 11:15) • BATNA, ZOPA, leverage, and buyer–seller positions • Stakeholder mapping and internal alignment
- Module 3: Communication and Influencing Techniques (11:30 – 01:00) • Framing offers, handling objections, active listening • Negotiation styles and behavioral awareness
- Module 4: Workshop – Planning a Strategic Procurement Deal (02:00 – 03:30) • Teams prepare negotiation goals, positions, and fallback strategies

Day 2: Negotiating Price, Terms & Conditions

- Module 1: Price Negotiation Techniques (07:30 – 09:30) • Cost breakdowns, margin analysis, total cost of ownership • Tactics for discounting, bundling, and value engineering
- Module 2: Contract Term Negotiations (09:45 – 11:15) • Negotiating SLAs, warranties, penalties, and indemnities • Legal vs. commercial trade-offs
- Module 3: Managing Risk and Liability in Contracts (11:30 – 01:00) • Allocating and limiting liability • Negotiating around insurance, termination, and dispute clauses
- Module 4: Role Play – Commercial Term Negotiation (02:00 – 03:30) • Teams simulate a vendor negotiation on scope, price, and liability

Day 3: Handling Difficult Negotiations and Disputes

- Module 1: Overcoming Deadlocks and Escalations (07:30 – 09:30) • Reframing positions, breaking impasses • Multi-round and multi-party negotiations
- Module 2: Dispute Resolution and Contract Amendments (09:45 – 11:15) • Dealing with underperformance, change orders, or termination risks • Renegotiation strategies and dispute resolution frameworks
- Module 3: Ethics, Culture, and International Negotiation (11:30 – 01:00) • Integrity, transparency, and cultural awareness • Cross-border negotiation tips
- Module 4: Workshop – Dispute Negotiation Simulation (02:00 – 03:30) • Teams resolve a claim-related disagreement with a supplier

Day 4: Negotiation Execution and Performance

- Module 1: Negotiation Metrics and Performance Evaluation (07:30 – 09:30) • Defining success: cost savings, risk, stakeholder alignment • Measuring and reporting negotiation outcomes
- Module 2: Post-Negotiation Implementation (09:45 – 11:15) • Ensuring clarity in contract language and deliverables • Transition from negotiation to contract execution
- Module 3: Final Simulation – Integrated Negotiation Case (11:30 – 01:00) • Teams conduct a full-scope negotiation and defend outcomes
- Module 4: Course Wrap-Up & Certification (02:00 – 03:30) • Group feedback, reflections, and action planning

Certification

Participants will receive a Certificate of Completion in Negotiation Skills for Cost-Effective Procurement & Contracts, validating their proficiency in strategic negotiation across the procurement and contract lifecycle.

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Why Choose MAWA Events

- **Global Expertise:** More than 17 years of experience in professional training and consulting.
- **Industry-Leading Faculty:** Courses delivered by seasoned professionals with hands-on experience.
- **Practical Insights:** Learn to turn theory into actionable strategies for real-world business impact.
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