MAWA EVENTS

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

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

PROJECT PROCUREMENT & NEGOTIATIONS MANAGEMENT

"Build High-Impact Procurement Strategies and Master Contractual Negotiations"

Schedule

Date	Venue	Fees (Face-to-Face)
20 – 24 Apr 2026	Dubai, UAE	USD 3495 per delegate
10 – 14 May 2026	Doha, Qatar	USD 3495 per delegate
23 – 27 Aug 2026	Riyadh, KSA	USD 3495 per delegate

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

Introduction

In today's complex and project-driven business environment, effective procurement and negotiation strategies are critical to achieving project success, cost efficiency, and supplier performance. Poor procurement planning or weak negotiation tactics can lead to contract disputes, delays, and financial losses.

This comprehensive 4-day training provides procurement professionals, project managers, and contract specialists with the tools and frameworks to manage the full procurement cycle. The course integrates advanced procurement practices with proven negotiation methodologies tailored for project environments.

Objectives

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

- Understand the end-to-end procurement process within the project lifecycle
- Develop procurement strategies aligned with project scope and risk
- Prepare, conduct, and close high-stakes negotiations effectively
- Draft and manage performance-based contracts and procurement documents
- Mitigate procurement-related risks through structured approaches

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Why Attend

- Enhance strategic procurement planning skills for project success
- Learn how to lead contract negotiations with confidence and clarity
- Understand legal, financial, and operational implications of procurement
- Reduce procurement risk and increase vendor accountability
- Gain competitive advantage through smart sourcing and contract structuring

Target Audience

This program is designed for:

- Procurement and sourcing professionals
- Project managers and contract administrators
- Supply chain and commercial managers
- Legal and compliance professionals involved in vendor contracting
- Engineers and technical staff involved in project purchasing

Individual Benefits

Key competencies that will be developed include:

- Procurement planning and supplier selection
- Negotiation strategies and tactics
- Contract drafting and performance monitoring
- Risk analysis in vendor agreements
- Stakeholder management in procurement projects

Organizational Benefits

Upon completing the training course, participants will demonstrate:

- Better supplier relationships and vendor performance
- Cost-effective and timely project procurement execution
- Fewer contract disputes and legal risks
- Enhanced cross-functional coordination between procurement, legal, and project teams

Instructional Methodology

The course follows a blended learning approach combining theory with practical execution:

- Strategy Briefings – Deep dives into procurement processes, sourcing models, and negotiation planning
- Case Studies – Real-world procurement challenges in projects (construction, oil & gas, IT, etc.)
- Workshops – Simulations of RFQ development, bid evaluations, and contract negotiations
- Peer Exchange – Group discussions on sourcing dilemmas and lessons learned
- Tools – Procurement templates, bid scorecards, and negotiation 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: Procurement Planning and Strategy

- Module 1: Role of Procurement in Project Success (07:30 – 09:30)
- Aligning procurement with project objectives and timelines
- Internal vs. external sourcing
- Module 2: Developing a Procurement Management Plan (09:45 – 11:15)
- Make-or-buy analysis
- Procurement scheduling and budgeting
- Module 3: Procurement Documents and RFPs (11:30 – 01:00)
- Creating clear specifications and evaluation criteria
- Module 4: Workshop – Drafting a Project RFP (02:00 – 03:30)

Day 2: Supplier Selection and Evaluation

- Module 5: Vendor Prequalification and Selection (07:30 – 09:30)
- Bid evaluation techniques and scorecards
- Module 6: Legal and Commercial Aspects (09:45 – 11:15)
- Contract types, T&Cs, and compliance risks
- Module 7: Workshop – Evaluating Bids and Vendor Risk (11:30 – 01:00)
- Module 8: Case Study – Selecting a Strategic Project Vendor (02:00 – 03:30)

Day 3: Negotiation Planning and Execution

- Module 9: Fundamentals of Effective Negotiation (07:30 – 09:30)
- Styles, phases, and strategies of negotiation
- Module 10: Negotiation Preparation and Tactics (09:45 – 11:15)
- BATNA, ZOPA, concession planning
- Module 11: Managing Conflict and Cultural Factors (11:30 – 01:00)
- Module 12: Workshop – Mock Contract Negotiation (02:00 – 03:30)

Day 4: Contract Award, Administration, and Risk Management

- Module 13: Finalizing the Contract (07:30 – 09:30)
- Award criteria, notifications, and legal closure
- Module 14: Contract Monitoring and Vendor Performance (09:45 – 11:15)
- KPIs, SLAs, and corrective actions
- Module 15: Risk and Dispute Management (11:30 – 01:00)
- Mitigating procurement risks and handling contract disputes
- Module 16: Final Presentations & Feedback (02:00 – 03:30)

Certification

Participants will receive a Certificate of Completion in Project Procurement & Negotiations Management, verifying their proficiency in managing complex procurement cycles and conducting effective project negotiations.

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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.
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- **Client-Focused Solutions:** Customized programs designed to achieve your organisation's unique goals.

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