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

"Mastering Negotiation Techniques to Optimize Procurement and Contract Outcomes"

Schedule

Date	Venue	Fees (Face-to-Face)
24 – 27 November 2026	Dubai, UAE	USD 2,995 per delegate

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

Introduction

Effective negotiation is a critical skill for procurement and contract professionals to secure favorable terms, reduce costs, and build strategic supplier relationships. Negotiation involves understanding both technical and behavioral aspects to achieve mutually beneficial agreements.

This intensive 4-day course equips participants with practical negotiation skills tailored for procurement and contract management. Through interactive workshops, simulations, and case studies, participants will learn strategies to optimize procurement outcomes, handle complex contracts, and enhance value for their organizations.

Objectives

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

- Understand negotiation principles and strategies for procurement and contracts
- Prepare for negotiations using structured planning and analysis techniques
- Apply persuasive communication, influence, and conflict resolution skills
- Manage supplier relationships to achieve cost-effective outcomes
- Negotiate contract terms, pricing, and conditions effectively
- Handle challenging negotiation scenarios with confidence
- Develop actionable negotiation plans aligned with organizational goals

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Why Attend

- Gain practical and actionable negotiation skills
- Enhance ability to secure cost savings and value-added agreements
- Improve communication, persuasion, and conflict management abilities
- Strengthen supplier relationship management
- Learn best practices for contract negotiation and risk mitigation

Target Audience

This program is designed for:

- Procurement and sourcing professionals
- Contract managers and legal advisors
- Supply chain managers and operational leaders
- Purchasing officers and negotiation specialists
- Professionals involved in contract drafting, procurement strategy, and supplier management

Individual Benefits

Key competencies that will be developed include:

- Strategic planning for negotiations
- Advanced negotiation tactics and techniques
- Effective communication and persuasive skills
- Conflict resolution and problem-solving in procurement
- Ability to manage supplier relationships and expectations
- Enhanced confidence in high-stakes negotiation scenarios

Organizational Benefits

Upon completing the training course, participants will demonstrate:

- Improved procurement and contract outcomes
- Reduced procurement costs and enhanced value creation
- Stronger supplier collaboration and compliance
- Optimized negotiation processes and decision-making
- Increased organizational efficiency and competitive advantage

Instructional Methodology

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

- Strategy Briefings – Overview of negotiation frameworks, procurement strategies, and contract principles
- Case Studies – Real-world examples of successful and failed negotiations
- Workshops – Hands-on negotiation exercises and role-playing simulations
- Peer Exchange – Group discussions on challenges, tactics, and lessons learned
- Tools – Negotiation planning templates, checklists, and contract evaluation guides

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Course Outline

Detailed 4-Day Course Outline

Training Hours: 07:30 AM – 03:30 PM Daily Format: 3–4 Learning Modules Coffee Breaks: 09:30 & 11:15 Lunch Buffet: 01:00 – 02:00

Day 1: Foundations of Negotiation

Module 1: Introduction to Negotiation (07:30 – 09:30)

- Negotiation types and objectives
- Key principles and strategies

Module 2: Planning and Preparation (09:45 – 11:15)

- Setting goals and priorities
- Understanding parties, interests, and positions

Module 3: Communication and Influence (11:30 – 01:00)

- Verbal and non-verbal techniques
- Building rapport and credibility

Module 4: Workshop & Simulation (02:00 – 03:30)

- Role-playing introductory negotiation scenarios

Day 2: Advanced Negotiation Techniques

Module 1: Tactical Approaches (07:30 – 09:30)

- Win-win, competitive, and collaborative strategies
- Handling concessions and trade-offs

Module 2: Managing Conflict and Difficult Negotiations (09:45 – 11:15)

- Overcoming impasses and resistance
- Problem-solving and compromise techniques

Module 3: Case Study Analysis (11:30 – 01:00)

- Review of real-world procurement negotiation challenges

Module 4: Workshop & Role Play (02:00 – 03:30)

- Simulated negotiation exercises

Day 3: Negotiating Contracts and Procurement Deals

Module 1: Contract Fundamentals (07:30 – 09:30)

- Key contract terms, clauses, and conditions
- Risk allocation and liability management

Module 2: Pricing and Cost Negotiation (09:45 – 11:15)

- Techniques for cost reduction and value enhancement
- Total cost of ownership analysis

Module 3: Supplier Relationship Management (11:30 – 01:00)

- Building long-term, strategic supplier partnerships

Module 4: Workshop & Simulation (02:00 – 03:30)

- Negotiating complex procurement scenarios

Day 4: Consolidation and Action Planning

Module 1: Advanced Negotiation Strategies (07:30 – 09:30)

- Multi-party negotiations
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Negotiating under pressure

Module 2: Risk Mitigation and Legal Considerations (09:45 – 11:15)

- Identifying risks and mitigating contractual disputes

Module 3: Practical Negotiation Exercises (11:30 – 01:00)

- Hands-on role plays for complex scenarios

Module 4: Final Review & Action Plan (02:00 – 03:30)

- Consolidating learning outcomes
- Developing actionable strategies for workplace implementation

Certification

Participants will receive a Certificate of Completion in Negotiation Skills for Cost-Effective Procurement & Contracts, validating their ability to negotiate effectively, manage supplier relationships, and optimize procurement and contract outcomes.

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

In-House / Customized Training Interested in running this course for your team? Please contact us:	TEL: **+601116373203**	EMAIL: **info@mawaevents.net**

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