TA-NCF - Negotiation with suppliers

Soft skills - Comunicazione e Psicologia Comportamentale - Leadership e comunicazione

Durata:	Lingue:	Certificazione:
2 Giorni	**Italiano**	**-**

Descrizione del corso

Objectives: Building strategies to negotiate with suppliers, with a particular focus on the negotiation management.

Programma

The objectives of purchasing
- Plan according to product category
- Cost reduction
- Inventory reduction
- Rotations
- Quality
- Service

Suppliers management
- Purchase marketing
- Qualifying and developing competitive suppliers
- Evaluation of offers
- Evaluation of supplier’s performance
- Managing the relationship with the supplier

Elements of analysis
- Organization
- Collecting the information to manage the negotiation
- Strenghts and weaknesses analysis

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- Decision making
- Make-or-buy decisions
- Break even point

Developing and strengthen your own negotiation style
- Skills and abilities of a successful negotiator

Conducting the negotiation
- Communication techniques to understand the interlocutor
- NLP principles and the psychology of negotiation
- Conducting the negotiation
- Verbal and nonverbal techniques
- Alternatives and options

Calculating the right price
- Defining the main cost elements
- Cost analysis implementations
- Target price
- Analyzing and confronting the market rates

Ethical and contractual aspects of purchase
- Ethics and behavior
- Legitimate negotiation
- Contractual principles