



## Confederation of Indian Industry

CII Naoroji Godrej Centre of Manufacturing Excellence

Online Workshop on

# Purchase Negotiation Skills

16 March 2021 : 2.00 pm to 04.00 pm

### INTRODUCTION

It's becoming increasingly difficult to achieve cost savings and add value. This training saves those on the buying side from losing money and choosing the wrong vendors. You will also be equipped to more confidently take control by negotiating internally with colleagues or stakeholders.

### LEARNING OBJECTIVES

- To learn to take effective decisions
- To excel in establishing win-win negotiations
- To increased capability to unleash long-term fruitful formal relationship with business partners

### PROGRAMME FEATURES

- Introduction & instruction
- Importance & purpose of Negotiation
- 5 cases in negotiation skills
- Negotiation stages
- How to do win-win negotiation
- Skills you will need
- Assertiveness - how to be assertive, but not aggressive questioning skills
- Listening skills summarizing

### WHO SHOULD ATTEND:

- Purchase Heads or SCM Heads
- Vendor Managers
- Senior Operations Managers
- All Professionals in Sourcing & Procurement domain

### FACULTY:

Mr. Lokesha is a certified trainer with an engineering background and holds MBA in Marketing Management. He has been training for over 13 years in Auditing & Quality Management for many organizations. He has worked with Bosch & Continental automotive for 9 years in SCM Purchase & Supplier Quality Form. Throughout his career he has worked on supplier introduction, vendor development, supplier performance monitoring & escalations.

### DATES / SCHEDULE OF SESSIONS

Date : 16 March 2021 Timings : 02:00 pm – 04:00 pm

### MODE OF DELIVERY : Through Microsoft Teams

### PARTICIPATION FEES

Rs.3000/- + 18% GST per participant

Discount : 10% on 3 or more nominations from an organization.

Participation fees is non-refundable/ non-adjustable against any other programme of CII, but change in nomination(s) is accepted.

To register online please click on [http://www.cii.in/OnlineRegistration.aspx?Event\\_ID=E000053743](http://www.cii.in/OnlineRegistration.aspx?Event_ID=E000053743)

### FOR NOMINATION & ENQUIRIES PLEASE CONTACT

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