



PROJECTS, LOGISTICS, QUALITY & AUDIT

PL13 Best Negotiation Skills for Procurement and Sourcing

This comprehensive course is designed to transform the negotiation capabilities of procurement and sourcing professionals. By emphasising structured strategies and the latest in negotiation techniques, delegates will gain hands-on experience in crafting and conducting negotiations effectively. From understanding complex negotiation dynamics to mastering interpersonal skills, the course equips participants with practical tools to improve their performance and confidently handle diverse negotiation scenarios.

Course Information

Duration: 5 days

London (£4950): 29th June 2026, 17th August 2026, 12th October 2026, 30th November 2026, 15th March 2027

Companies nominating 3 or more delegates to attend the same programme will enjoy a special discount on the course fees.

Upon completion of one of our CPD certified courses, delegates will be awarded both an LMC certificate and a CPD certificate. No examination required.

Who is the course suitable for?

Ideal for Buyers, Managers, Technical Specifiers, and Sales Professionals, this course is crucial for anyone involved in procurement and supplier management. Participants looking to enhance their negotiation techniques, prepare robust strategies, and improve outcomes in both internal and external negotiations will find this training invaluable.

Course profile

Foundations of Strategic Negotiation

- Understanding negotiation types: Integrative and Distributive
- Analysing pre-negotiation research and its impact
- Developing negotiation objectives and outcomes
- Establishing the negotiation framework and parameters
- Introducing Best Alternative to Negotiated Agreement (BATNA)

Preparing to Negotiate

- Assembling and briefing your negotiation team
- Designing a red team to challenge assumptions
- Role assignment and tactical team dynamics
- Strategising with scenario planning
- Finalising your strategic negotiation plan

Mastering Negotiation Skills

- Enhancing questioning and active listening skills
- Practicing the use of silence as a negotiation tool
- Understanding and interpreting body language
- Developing effective question blocking techniques
- Managing time and environmental controls during negotiations

Engaging in Advanced Negotiations

- Conducting multi-party negotiation simulations
- Navigating complex negotiation scenarios
- Employing advanced bargaining techniques
- Leveraging technology in negotiations
- Handling high-stakes negotiations with multiple variables

Handling Difficult Negotiations

- Identifying and addressing negotiation barriers
- Staying assertive and managing conflict
- Brainstorming creative solutions to deadlocks
- Leveraging negotiation position under pressure
- Conducting a negotiation debrief and learning from feedback

Competencies

At the end of this course, delegates will be able to:

- Distinguish between different negotiation types and apply appropriate strategies.
- Prepare comprehensively for negotiations, including scenario planning and team dynamics.
- Employ advanced interpersonal negotiation techniques to influence outcomes.
- Execute multi-party and high-stakes negotiations effectively.
- Manage and leverage the negotiation environment to their advantage.
- Resolve conflicts and overcome barriers in negotiation processes.
- Utilise technology to enhance negotiation outcomes.
- Reflect on negotiation practices and integrate feedback for continuous improvement.

Course Booking

Call us: +44 (0) 207 724 6007

Email us: training@lmcuk.com

www.lmcuk.com

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