

Purchasing negotiation - Level 2



ACH-31 2 Days (14 Hours)

Description

This purchasing negotiation training works on the 3 dimensions of negotiation and offers you more chances of achieving your negotiation objectives.

Who is this training for ?

For whom

Buyer, negotiator, product manager, market manager, family buyer, leader buyer. Purchasing manager having acquired good practice in negotiation.

Prerequisites

None.

Training objectives

- Achieve your negotiation goals by improving your communication
- Better understand the intentions of your interlocutors
- Improve collaboration with internal customers and suppliers
- Continue to be effective in high-stakes or tense situations
- Increase your room for maneuver while maintaining integrity

Training program

Organiser sa négociation d'achats

- Locate the crucial points at each stage of the negotiation.
- Take into account the real issues from the start.
- Gauge the buyer's room for maneuver and the seller.
- Benefit from the results of the Skills Campus 'purchase negotiator' self-diagnosis
- Scenario Practical workshop: develop and improve your purchasing negotiation grid.

Observer et s'adapter face à ses interlocuteurs en négociation

- Practice spotting the non-verbal behavior of the seller: calibration.
- Improve your synchronization techniques: use them in a purchase negotiation situation.
- Adapt your negotiator style: choice of communication style and arguments adapted to each style.
- Practice to develop your 'mental flexibility': the 3 modes of perception
- Identify the signs of conclusion of the negotiation.
- Scenario Training: develop your techniques on commented micro cases.

Gérer ses émotions pour défendre ses intérêts en négociation

- Recognize the link between emotions, beliefs and behaviors.
- Overcome your beliefs and limitations.
- Prepare yourself mentally for your future negotiation.
- Analyze tense situations.
- Take advantage of your emotions during negotiations.
- Scenario Training: carry out challenging negotiation interviews.

Développer sa puissance de persuasion

- Target the argument on the interests of the seller and the internal customer.
- Use persuasion techniques. Develop assertiveness.
- Counter manipulation techniques.
- Use breaks in negotiation.
- Take into account the strengths and limitations linked to your negotiator style
- Scenario Training: confronting several behaviors. in a negotiation interview.

Certification

- assessment of skills to be certified via an online questionnaire integrating scenarios (40 minutes).
- To find out more about remote activities Two training modules: 'Develop assertiveness - Level 1'; 'Develop your assertiveness - Level 2'.