

Negotiating for Excellence

Dates: January 23-24, 2025

Time: 3:00 p.m. – 7:00 p.m. daily

Location: IMECAF Mexico, SC Arquímedes 130 Office 205, Col. Polanco, CDMX 11570, Mexico

Negotiation skills not only influence individual purchases but also build stronger business relationships. This course explores the negotiation process, helping participants identify interests, walkaway alternatives, and options. Hone your negotiation skills and lay the foundation to secure the best outcomes for your organization.

What You Will Learn:

- **Negotiation Overview:** Understand the purpose and types of negotiations for supply management professionals.
- **Steps in Negotiation:** Master the seven essential steps of negotiation.
- **Negotiation Strategies:** Select the right strategy to engage with suppliers effectively.
- **Conditioning & Information Control:** Deep dive into persuasion and conditioning techniques and practice their application.
- **Negotiation Styles for You and Your Team:** Recognize and adapt your style to improve outcomes and assemble the right team.
- **Cost Information in Negotiations:** Gather and use cost data to enhance negotiation preparation and execution.
- **1:1 Negotiation:** Develop and practice techniques for one-on-one negotiations.
- **Stakeholder Management:** Manage and influence stakeholders before and during negotiations.
- **Team Negotiation:** Understand the roles and dynamics of team negotiations.
- **Advanced Negotiation Planning:** Use ISM planning templates for negotiations with difficult suppliers.

- **Negotiation Post-Mortem:** Learn from completed negotiations to enhance continuous improvement efforts.
- **Action Plan:** Apply the tools and techniques learned to achieve measurable outcomes.

Who Should Attend: This course is ideal for fundamental and proficient-level professionals involved in sourcing, contracting, and relationship management. You will gain valuable insights into negotiation strategies for product and service negotiations to maximize organizational value.

About ISM® (Institute for Supply Management®)

Institute for Supply Management® (ISM®) is the first and leading not-for-profit professional supply management organization worldwide. Its community of more than 50,000 in more than 100 countries manage about US\$1 trillion in corporate and government supply chain procurement annually. ISM empowers and leads the profession through the ISM® *Report On Business*®, its highly-regarded certification and training programs, corporate services, events and the ISM Supply Chain Capability Model™.

About Supplynity

Supplynity, based in Mexico, is ISM's trusted partner. They specialize in delivering world-class supply management education, helping organizations in Mexico and Latin America develop strategic procurement capabilities.

Cancellation Policy: Cancellations more than 5 weeks before the date of the seminar will incur an administrative charge of 50%. Cancellation within 5 weeks of the date of the seminar will be charged the full fee. You must notify ISM in writing of a cancellation.

Register Today! Course Limited to 25 Participants.

Website: <https://mx.ismworld.org>

Phone: +52 55 1568 5979

713 Negotiating for Excellence

