

SCM-Negotiation

27 September 2023 02:00 PM - 27 September 2023 05:00 PM

Brief Overview:

Everyone is keen to improve the productivity and profitability of an organisation by having a clear written document of agreement focusing on the areas they feel are important for their business. To be successful, one must identify areas to be focused during the process of negotiation which are when focused will give the maximum results. Many MSMEs and even large corporates fail to realise that the scope of negotiation should be clearly understood and not limited to one or two parameters alone like cost or quality but focus on delivery, payment terms, after sales service, post contract support etc. Any successful organisation therefore has started focusing on this area of SCM - NEGOTIATION. Properly conducted negotiation will lead to an unambiguous contract of agreement between the buyer and seller which will result in successful order execution at the targeted cost without the need for any Legal or statutory disputes later

Session content:

- Negotiations Definition
 - Areas of Negotiation
 - Pre Negotiation preparations
 - Negotiation Mechanism
 - Objectives of Negotiation
 - Organising and preparing the Negotiation Team
 - Understanding the Purchasing Context
 - Where to hold the negotiation
 - Techniques of Negotiation
 - J. Negotiation Target Characteristics
 - Negotiator Personality

Personal relationship characteristics in Negotiations

Rules and Principles of Negotiation

Body Language in Negotiation

Negotiation Skills and best practices

Negotiation failure factors

For Whom:

- Heads of Department
- Managers-Purchasing and SCM executives
- Finance and Project Executives
- Production managers and executives
- Consultants from all functional areas
- Entrepreneurs

Key Takeaways:

At the end of the workshop, participants will be able to: How to Improve Performance of a system?

To apply effective Negotiation techniques to identify long term contracts

To enhance Buyer- Seller relationship by proper discussions and agreement on all the various attributes.

To identify and mitigate any possible risks of a poor Negotiation by proper negotiation and written contracts

To play a crucial role in budgeting .

Facilitator profile:

Mr N Swayambhu

Mr N Swayambhu , SCM Consultant , has an experience of over three decades in SCM functions in

Corporate Manufacturing Industries and have trained many SCM Professionals to effectively Manage and optimize their Vendor Base . He is a Mechanical Engineer from Guindy Engineering and has done Post Graduate Diploma in Materials Management. Has been a guide to several students of SCM Courses and also supported Doctoral research in SCM. Has hands on experience in working with Corporates and MSMEs to identify their weak areas and help in bridging the same for overall improvement. He is the Former Hony. Chairman of Indian Institute of Materials Management and has conducted several workshops for Management forums like IIMM, MMA, CII etc.

Fee Details:

- **Fee Details**
- Member amount : Rs 800.00- (Including 18%GST)
- Non Member amount : Rs 0.00- (Including 18%GST)
- Total Member count :