



2-Day Programme

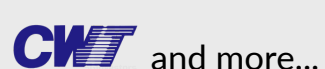
# NEGOTIATION STRATEGIES & TECHNIQUES

Executive Education

Managerial



## List of Companies that SIPMM supported :



# NEGOTIATION STRATEGIES & TECHNIQUES

2 - Day Programme

## Programme Outline



Opportunities for a Business Negotiation



Modes & Practical Models for Negotiation



Setting Clear Objectives & Planning for Negotiation



Understanding & Managing Negotiating Styles



Recognising & Counteracting Negotiation Tactics



Developing Negotiation Strategy & Techniques



Non-Verbal Communication in Negotiation



Validating Assumptions, Creating Negotiation Leverage & Overcoming Obstacles



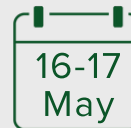
Opening, Conducting & Closing a Professional and Successful Negotiation



Key Success Factors & Pitfalls in Negotiation



Practical Case Exercises and Role-plays



Time: 9.30am to 5.30pm

Venue: SIPMM @Trade Association Hub

Price: \$790 (Member) | \$880 (Public)

## Overview

This programme is designed to equip participants with the essential knowledge and techniques for effective negotiation for an organisation.

The programme is facilitated by an expert Trainer, who has extensive years of experience holding leadership positions in procurement. The training session is expected to be lively and interactive, interspersed with exercises and role-plays in a variety of scenarios for negotiation.

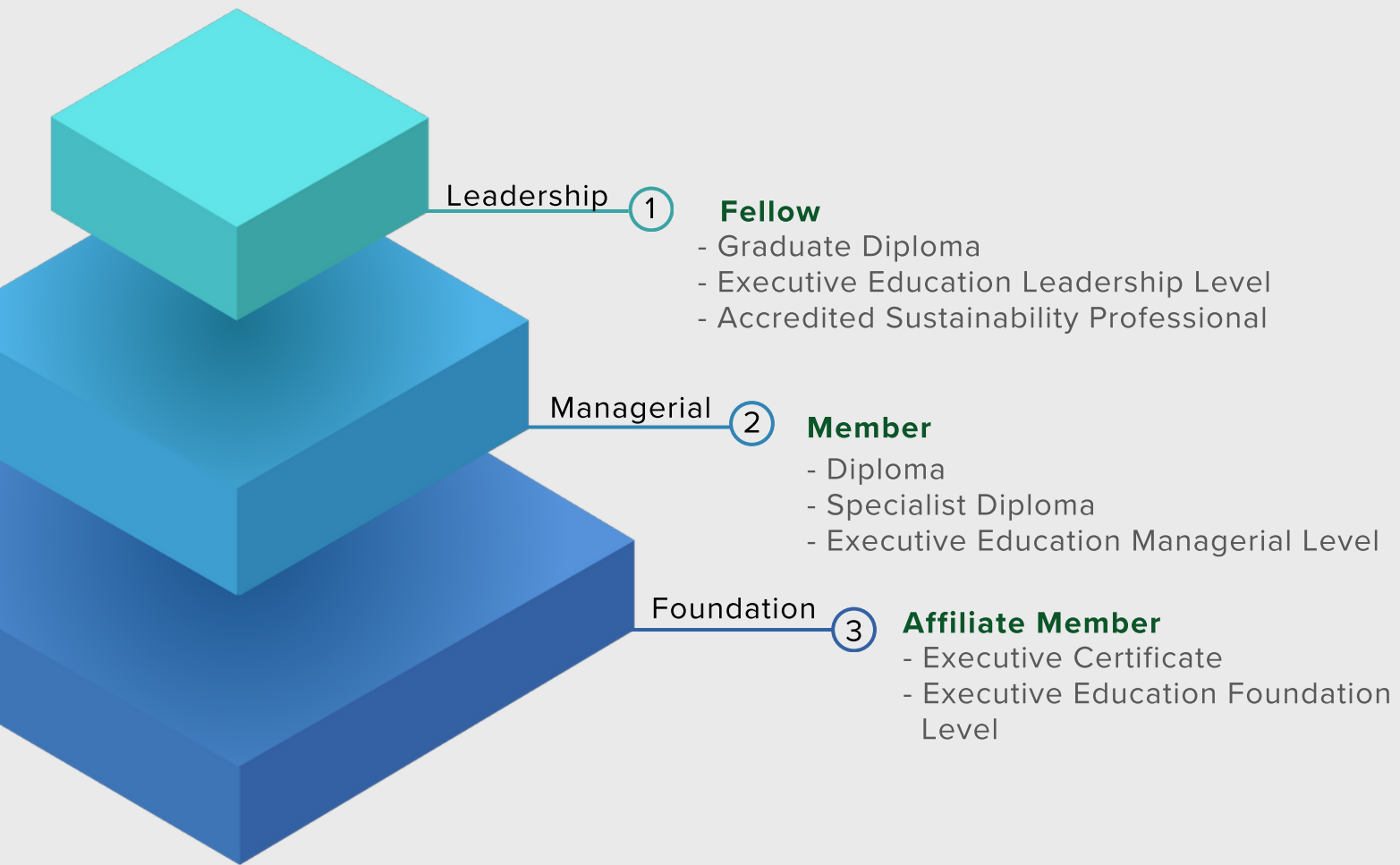
## Who should attend?

Managers, Executives, Supervisors, and those who are keen to develop negotiation strategies and techniques from the following industries or sectors.



## Programme Levels

### Negotiation Strategies & Techniques



## Accredited Sustainability Professional (ASP)



The Accredited Sustainability Professional (ASP) designation is a professional certification conferred on professionals and certifies the holder's vast Experience, Skills and Competence in the profession.

The ASP has 2 specialisations and is jointly awarded by the Logistics Institute of Singapore and Singapore Institute of Purchasing and Materials Management, and is recognised as an accredited qualification for Chartership.



Accredited Sustainability Professional (Supply Chain)

Accredited Sustainability Professional (Procurement)

# About SIPMM

## Negotiation Strategies & Techniques

### Background and Publications

Singapore Institute of Purchasing and Materials Management (SIPMM), is the nation's professional body for the LPS sector - the sector which includes professionals in Logistics, Procurement and Supply Chain. Since its founding in 1972, SIPMM has trained over 100,000 professionals through its comprehensive suite of Qualifications and Programs across the region which includes Multinational Firms, ICT Conglomerates, Governments, and the Armed Forces.

SIPMM is recognized for developing the Official Singapore Purchasing Managers' Index (PMI) in 1998, and the Official China PMI in 2002. The Official Singapore PMI is the key barometer of the Singapore Manufacturing Economy, while the Official China PMI is widely regarded as a reliable indicator of the China Manufacturing Economy.

SIPMM graduates regularly publish professional articles relating to logistics and supply chain management. The publications cover contemporary issues that are relevant and crucial to the LPS profession. They include critical areas of global importance, such as disaster logistics, cold chain logistics, warehouse hazards and risks, supply chain sustainability, procurement fraud and adoption of digital technologies.

- Key Success Factors for Logistics Integration - Tan Wei Seng
- Key Strategies for Logistics Cost Reduction - Liaw Chin Thean
- Major Considerations for Energy Procurement - Joanne Chin Shel Weh
- Tools and Techniques to Rationalise the Supplier Base - Nur Farizah Omar
- Key Benefits by Integrating Blockchain and AI Technologies - Jayana Das
- Integrated Technologies for Global Distribution Centers - Lee Wen Kien
- Best Practices for Food and Beverage Warehousing - Ang Kok Chai
- Important Considerations for Healthcare Warehousing - Chew Chee Kien Louis



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