



2025

2-Day Programme

# STRATEGIC SOURCING & NEGOTIATION

Executive Education



Managerial



# List of Companies that SIPMM supported :





# STRATEGIC SOURCING & NEGOTIATION

2 - Day Programme

Strategic Sourcing is a critical skill to make a positive impact for substantial savings to an organisation. An effective negotiation is a crucial technique that enables the successful implementation of strategic sourcing.



Time: 9.30am to 5.30pm

Venue: SIPMM @Trade Association Hub

Price: \$880 (Member) | \$980 (Public)

## Programme Outline



Understanding Sourcing Data, Category Plan and Spend Data Analytics for Negotiation



Establishing Framework and Clear Objectives for setting Negotiation Agenda



Understanding the Negotiation Process & the Content for Negotiation using Communication Techniques



Planning and preparing Negotiation Strategies, Triggers, Tactics & Counter Tactics



Managing Different Behaviours and Overcoming Blocks in Difficult Negotiation



Recognising Positive Signals for Closure & Avoiding Critical Mistakes in Negotiation



Practical Case Exercises and Role-plays



## Overview

This programme is designed for procurement or commodity specialists to plan and execute an effective negotiation for a successful sourcing strategy.

This programme is facilitated by an expert Trainer who has acquired substantive experiences on strategic sourcing and procurement negotiation. The session is expected to be lively and interactive, interspersed with practical exercises and role-plays for an effective sourcing & procurement negotiation.

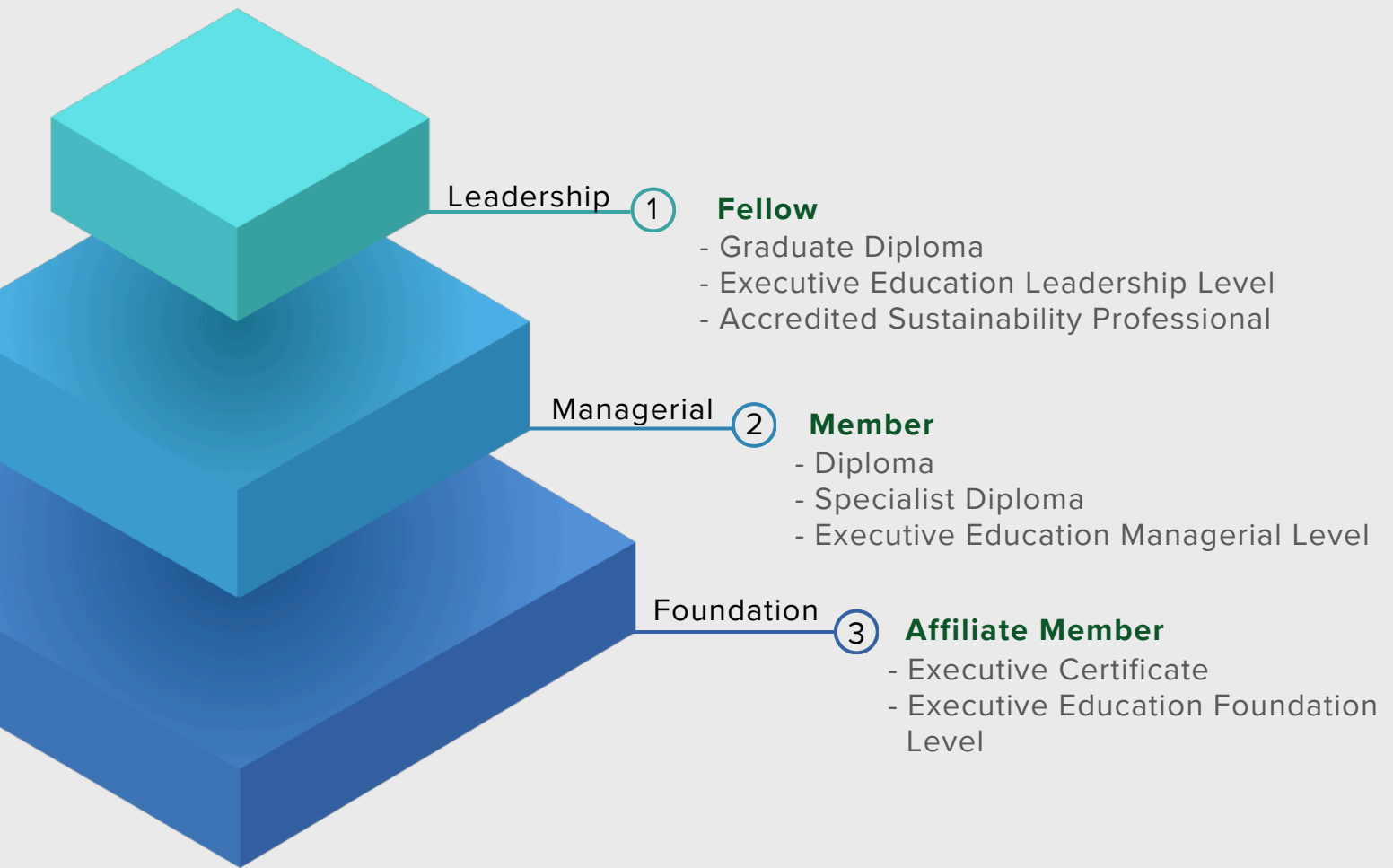
## Who Should Attend?

Managers, Executives, Supervisors, and those who are involved in sourcing from the following industries or sectors.



## Programme Levels

Strategic Sourcing & Negotiation



## 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™ 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 (ASP™)

# About SIPMM

## 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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