Garnet
Garnet Global Training Center

GGT-SC-121

Supply Chain, Procurement & Logistics

Procurement Negotiation Skills

مهارات التفاوض في المشتريات

Duration	Language	Formats	Hours	Level
5 or 10 days	**English or Arabic**	**Classroom, online, in-house**	**35 / 70**	**Intermediate (practitioner)**

Overview

Procurement Negotiation Skills turns established good practice into step-by-step methods that participants rehearse in exercises and then apply at work. Buy better, hold less stock and keep materials moving when supply gets disrupted. Choose 5 or 10 days, classroom or live online, English or Arabic; organisations can also run it in-house and adapt the examples to their own work.

What you will be able to do

- Apply the methods and standards of Procurement Negotiation Skills to real tasks.
- Diagnose common problems and identify root causes.
- Interpret data and results correctly and act on them.
- Follow safe, compliant and documented work practices.
- Avoid the mistakes that most often cause rework or failure.

Who should attend

Procurement, contracts, warehouse, logistics and materials management professionals. Practitioners with one to five years of experience benefit most.

Key topics

- Category and sourcing strategy
- Total cost of ownership
- Inventory policies and service levels
- Supplier performance and risk
- Incoterms and logistics contracts
- ERP data and spend analytics

Formats and fees

5-day classroom	**USD 4,750**
5-day online	**USD 2,950**
10-day classroom	**USD 8,950**
10-day online	**USD 5,450**
In-house	**Quotation per group**

Fees per participant, excluding VAT.

Register or ask

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Email: info@garnettrainings.com

Training: training@garnettrainings.com

Web: garnettrainings.com

Sharjah Publishing City Free Zone, Sharjah, UAE

Certificate

Participants who attend at least 90% of sessions and complete the final assessment receive a certificate of completion stating 35 contact hours (5-day) or 70 contact hours (10-day).

5-day outline

Day 1 Procurement Negotiation Skills: principles and standards

- Total cost of ownership
- Measurement and reporting

Day 2 Methods and tools in practice

- Inventory policies and service levels
- Supplier performance and risk

Day 3 Diagnosis and problem solving

- Incoterms and logistics contracts
- Hands-on workshop on a workplace challenge

Day 4 Quality, safety and documentation

- ERP data and spend analytics
- Common mistakes and how to avoid them

Day 5 Workshop, assessment and action plan

- Category and sourcing strategy
- Regional and international case studies

10-day outline

Day 1 Procurement Negotiation Skills: principles and standards

- Total cost of ownership
- Measurement and reporting

Day 2 Methods and tools in practice

- Inventory policies and service levels
- Supplier performance and risk

Day 3 Diagnosis and problem solving

- Incoterms and logistics contracts
- Hands-on workshop on a workplace challenge

Day 4 Quality, safety and documentation

- ERP data and spend analytics
- Common mistakes and how to avoid them

Day 5 Workshop, assessment and action plan

- Category and sourcing strategy
- Regional and international case studies

Day 6 Advanced techniques and specialist practice

- Complex cases in depth
- Checklists and templates to take away

Day 7 Digital tools, data and automation

- Analysis tools and software
- Using AI in this field

Day 8 Benchmarking against international practice

- Global performance benchmarks
- Group discussion and peer review

Day 9 Capstone project

- Analyse a real challenge from your organisation
- Build the solution and implementation plan

Day 10 Presentations, final assessment and certificates

- Project presentations and review
- Final exam and certificate award

Schedule 2027–2030

Dates	Format	City	Language	Fee (USD)
21–25 Jun 2027	5-day classroom	Amsterdam	English	4,750
4–15 Jul 2027	10-day classroom	Doha	English	8,950
1–5 Aug 2027	5-day classroom	Jeddah	English	4,750
13–17 Dec 2027	5-day online	Live online	Arabic	2,950
14–25 Feb 2028	10-day online	Live online	English	5,450
2–6 Jul 2028	5-day classroom	Doha	Arabic	4,750
14–25 Aug 2028	10-day classroom	Dubai	Arabic	8,950
4–8 Sep 2028	5-day classroom	Abu Dhabi	English	4,750
5–9 Mar 2029	5-day classroom	Amsterdam	English	4,750

Dates	Format	City	Language	Fee (USD)
16–20 Apr 2029	5-day classroom	Istanbul	English	4,750
16–27 Jul 2029	10-day classroom	Vienna	English	8,950
17–21 Dec 2029	5-day online	Live online	Arabic	2,950
7–18 Jan 2030	10-day online	Live online	Arabic	5,450
3–14 Feb 2030	10-day classroom	Amman	English	8,950
9–13 Jun 2030	5-day classroom	Jeddah	Arabic	4,750
2–6 Dec 2030	5-day classroom	Istanbul	English	4,750

Customised and in-house versions of this course are available on request. garnettrainings.com/en/customise/