



The Art of Successful Procurement Negotiation

Secrets used by experts and professional negotiators to win concessions

KEY OBJECTIVES

- Negotiate like a professional negotiator
- Understand the Buyers' Profile and Techniques/Tactics used by the Sellers
- Know the 'Inside Secrets' of the Sellers - What the Sellers DON'T reveal!
- Understand the Major Crucial Areas affecting Procurement Negotiation
- Formulate effective negotiation strategies/tactics and use them to the buyer's advantage
- Understand Body Language and use persuasive language to gain advantages
- Use the 'Ready-Made' Framework of Effective Procurement Negotiation Skills throughout the negotiation process and allow the buyers to control the end results

METHODOLOGY

Quiz, business cases, mini round-table group discussions, videos and 'hands-on' simulation exercises.

Dates:
7 & 8 August 2018 (Tue & Wed)

Time:
9.00am to 5.00pm

Venue:
CDC Consulting Sdn Bhd (address as below)

Fee:
RM1,500 plus 6% GST
***Early bird discount if registered one month before commencement*

Who Should Attend?
Supervisors, Executives & Managers who wish to improve their Procurement & Supply management skills.



This programme is HRDF claimable



TRAINER'S PROFILE

Mr Lee Chee Keong
FCIPS, MBA(UK), DPS (Post-Grad U.K.)

- A Fellow of The Chartered Institute of Procurement and Supply (FCIPS)
- Former Vice President & Head of Procurement and Supply
- Professional International Speaker, Consultant, and Trainer in Procurement and Supply Management
- Chairman, CIPS Malaysia Members' Group (CIPS Malaysia)
- Former external examiner in Procurement and Supply Chain program of a Malaysian University



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Program Registration Form

Program Title	:	The Art of Successful Procurement Negotiation
Date	:	7 & 8 August 2018
Venue	:	CDC Consulting Sdn Bhd

Participant(s) Name : (1) _____ (4) _____
 Dato'/Dr/Mr/Mrs(as per IC)
 (2) _____ (5) _____
 (3) _____ (6) _____

Company Name & Address: _____

Designation : _____ NRIC : _____
 H/P : _____ Tel (O): _____
 Fax : _____ Email : _____

Contact Person: _____ Tel(DL): _____
 Designation : _____ Email: _____

Please Tick :

- RM 1,590*** per participant (**Individual Booking**)
- RM 1,325*** per participant (**Group Booking**) register 6 participants

Less RM100 (before 6% GST) per participant (Early Bird) registration before 3 August 2018

Payment Details: Cheque No: _____ Amount (RM): _____

All cheques must be made payable to **CDC CONSULTING SDN BHD**, crossed and marked **A/C payee only**

* Price inclusive of 6% GST

Cancellation:
 Please inform us in writing of any changes in your registration at least 2 weeks before commencement of seminar, after which 25% of course fee will chargeable. If no notification for cancellation received by commencement date, the full course fee will be charged. However, replacements are allowed.

Please fax or email this registration form to:



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