

Course No. 1988

Supplier Negotiation & Strategic Sourcing Excellence Training Course

PROCUREMENT STRATEGY & STRATEGIC SOURCING
PROCUREMENT, CONTRACTS & SUPPLY CHAIN

DURATION

5 Days

DELIVERY

Classroom



Course Overview

The Supplier Negotiation & Strategic Sourcing Excellence Training Course provides a strategic and practical framework for managing supplier negotiations, sourcing decisions, commercial relationships, and procurement value creation. The program focuses on strengthening the ability of procurement and supply chain professionals to develop sourcing strategies that balance cost, quality, service, risk, supplier capability, and long-term organizational value.

Participants will examine the complete strategic sourcing cycle, from spend analysis and market assessment to supplier identification, qualification, request development, commercial evaluation, negotiation, contracting, and supplier performance management. The course emphasizes disciplined preparation and fact-based decision-making to ensure sourcing strategies are aligned with operational requirements and organizational objectives.

A major focus is placed on supplier negotiation. Participants will develop practical techniques for preparing negotiation strategies, analyzing supplier positions, identifying interests and leverage points, managing concessions, handling difficult negotiations, and achieving sustainable agreements. The program also addresses total cost of ownership, pricing structures, payment terms, service levels, volume commitments, risk allocation, and other commercial factors that influence supplier value.

Through negotiation simulations, supplier case studies, sourcing exercises, commercial analysis, and strategic decision-making workshops, participants will strengthen their ability to manage complex supplier relationships and deliver measurable procurement outcomes. The course also addresses supplier risk, ethical procurement, governance, performance measurement, and continuous improvement to support resilient and high-performing sourcing strategies.

Objectives

- By the end of the course, participants will be able to:
- Explain the principles and strategic value of supplier negotiation and strategic sourcing.
- Analyze organizational spend and identify strategic sourcing opportunities.
- Assess supply markets, supplier capabilities, and competitive dynamics.
- Develop sourcing strategies aligned with business and operational requirements.

- Establish effective supplier evaluation and selection criteria.
- Prepare structured negotiation strategies based on objectives, risks, and leverage.
- Analyze supplier pricing, cost structures, and total cost of ownership.
- Apply advanced negotiation techniques to complex commercial situations.
- Manage concessions, trade-offs, objections, and difficult supplier positions.
- Evaluate commercial proposals using structured decision-making methods.
- Develop supplier agreements that balance cost, service, quality, and risk.
- Strengthen supplier relationship management following contract award.
- Identify and manage supplier-related commercial and operational risks.
- Apply ethical, transparent, and governance-focused procurement practices.
- Measure sourcing and negotiation performance using relevant indicators.
- Develop continuous improvement strategies for supplier sourcing and negotiation.

Who Should Attend

This course is designed for procurement managers, strategic sourcing professionals, category managers, purchasing managers, buyers, supply chain professionals, contract and commercial specialists, and professionals responsible for supplier selection, negotiation, and procurement strategy.

It is also suitable for procurement directors, finance professionals, operations managers, project managers, contract administrators, supplier relationship managers, cost analysts, legal and compliance professionals, and senior managers involved in major sourcing or supplier decisions.

The program is particularly relevant to government entities, ministries, banks and financial institutions, oil and gas organizations, manufacturing companies, construction and engineering organizations, utilities, telecommunications companies, healthcare organizations, multinational corporations, and large enterprises managing strategic supplier relationships and significant procurement spend.

Learning Outcomes

- Upon completion of the course, participants will be able to:
- Analyze organizational spend to identify sourcing priorities and opportunities.
- Assess supplier markets and determine appropriate sourcing approaches.
- Segment suppliers according to strategic importance, risk, and business impact.
- Develop sourcing strategies supported by market and commercial intelligence.
- Build structured supplier evaluation and selection frameworks.
- Prepare negotiation plans with clear objectives, priorities, limits, and alternatives.
- Analyze supplier cost structures and commercial pricing models.
- Calculate and evaluate total cost of ownership.
- Apply negotiation techniques to improve commercial outcomes.
- Manage supplier objections, pressure tactics, and difficult negotiation situations.
- Evaluate competing supplier proposals using balanced commercial criteria.
- Develop mutually sustainable commercial agreements.
- Identify supplier risks and establish appropriate mitigation measures.
- Strengthen supplier relationships and post-award performance management.
- Measure sourcing and negotiation results using meaningful performance indicators.
- Develop an action plan for improving strategic sourcing and supplier negotiation capabilities.

Course Outline

DAY 01

Strategic Sourcing Strategy and Supplier Market Analysis

- Principles and objectives of strategic sourcing.
- The role of sourcing in procurement and supply chain value creation.
- Spend analysis and procurement opportunity identification.
- Spend categories and sourcing prioritization.
- Supply market analysis and competitive dynamics.
- Supplier capability and capacity assessment.
- Supplier segmentation and strategic importance.

DAY 01 — CONTINUED

- Make-or-buy and sourcing strategy considerations.
- Local, regional, and global sourcing approaches.
- Supply continuity and supplier risk considerations.
- Developing sourcing strategies aligned with organizational objectives.
- Establishing sourcing governance and decision criteria.

PRACTICAL APPLICATION

Conduct a spend and supply market assessment for a selected category and develop a preliminary strategic sourcing strategy.

DAY 02

Supplier Evaluation, Commercial Analysis and Sourcing Decisions

- Developing supplier qualification criteria.
- Technical, commercial, financial, and operational evaluation.
- Request for information and request for proposal strategies.
- Designing effective supplier evaluation frameworks.
- Bid analysis and comparative evaluation.
- Supplier pricing structures and cost drivers.
- Total cost of ownership analysis.
- Cost breakdown and should-cost considerations.
- Payment terms, lead times, minimum quantities, and volume commitments.
- Quality, service levels, delivery, and performance requirements.
- Supplier risk and financial stability assessment.
- Selecting suppliers based on value rather than price alone.

PRACTICAL APPLICATION

Evaluate competing supplier proposals using a weighted commercial and operational assessment and recommend the most appropriate sourcing option.

DAY 03

Supplier Negotiation Strategy and Advanced Techniques

- Principles of effective supplier negotiation.
- Negotiation preparation and objective setting.
- Identifying priorities, interests, positions, and constraints.
- Assessing bargaining power and negotiation leverage.
- Developing alternatives and negotiation limits.
- Planning negotiation sequences and agendas.
- Pricing and cost negotiation techniques.
- Managing concessions and trade-offs.
- Handling supplier objections and pressure tactics.
- Negotiating payment, delivery, quality, service, and contractual conditions.
- Managing difficult and high-value negotiations.
- Maintaining professional relationships while protecting organizational interests.

PRACTICAL APPLICATION

Participate in a structured supplier negotiation simulation involving pricing, delivery, payment terms, service levels, and commercial concessions.

DAY 04

Supplier Relationships, Contracts and Risk Management

- Transitioning from negotiation to supplier relationship management.
- Supplier governance and relationship models.
- Contract implementation and commercial controls.
- Service levels and supplier performance expectations.
- Supplier performance indicators and review mechanisms.
- Managing supplier disputes and performance issues.
- Supplier risk identification and mitigation.
- Supply disruption and continuity risks.
- Managing strategic and single-source suppliers.

DAY 04 — CONTINUED

- Ethical procurement and conflict-of-interest considerations.
- Contract change and commercial renegotiation.
- Strengthening long-term supplier value and collaboration.

PRACTICAL APPLICATION

Develop a supplier relationship and risk management plan for a strategic supplier, including governance, performance measures, escalation, and mitigation actions.

DAY 05

Sourcing Excellence, Performance Measurement and Continuous Improvement

- Measuring strategic sourcing effectiveness.
- Negotiation savings and value realization.
- Total cost and commercial performance measurement.
- Supplier performance and value contribution.
- Procurement and sourcing performance indicators.
- Benchmarking supplier commercial outcomes.
- Identifying sourcing and negotiation improvement opportunities.
- Digital tools and data-driven sourcing decisions.
- Building procurement negotiation capability.
- Strategic supplier portfolio optimization.
- Continuous improvement of sourcing strategies.
- Developing a strategic sourcing excellence framework.

FINAL WORKSHOP

Develop an integrated strategic sourcing and supplier negotiation strategy for a selected category, covering spend analysis, market assessment, supplier segmentation, sourcing strategy, supplier evaluation, commercial analysis, negotiation planning, total cost of ownership, risk management, supplier governance, performance measurement, and continuous improvement.



Register or Request More Information

Course page: <https://quest-training.com/courses/supplier-negotiation-strategic-sourcing-excellence-training-course>

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