

Procurement Contracts and Negotiations

“An extensive and revealing study of procurement contracts and effective negotiations to give you the winning edge”

26th - 27th August 2019
Fairmont Dubai, United Arab Emirates

Major Benefits of Attending:

- **EXAMINE** the definition of what a contract is in procurement terms
- **UNDERSTAND** what is and is not a contract
- **APPRECIATE** the limits of a contract
- **EXPLORE** how a contract can develop during negotiation
- **EXAMINE** the definition of negotiation
- **UNDERSTAND** what makes effective negotiation
- **UNDERSTAND** how effective negotiation is key to contract viability

Why You Should Attend?

Understanding the commercial formality of a contract is crucial to the success and professional reputation of your organisation, and the buyer personally. You will learn the fundamentals of how to prepare and deliver effective negotiations and deliver optimal value and low risk outcomes for your organisation.

You will understand how to draw on the strength contained within your organisation and how to manage that resource to best effect. Furthermore, you will definitely gain a thorough understanding of how effective negotiations and contracting can contribute toward a more agile and efficient organisation.

Who Should Attend?

Chief Executive Officers, Chief Operating Officers, Directors, General Managers, Vice Presidents, Heads, Senior Managers, Managers and Senior Executives of

- ✓ Supply Chain
- ✓ Logistics
- ✓ Procurement & Sourcing
- ✓ Supply Chain Management (SCM)
- ✓ Supplier Risk Management (SRM)
- ✓ Purchasing
- ✓ Inventory Management
- ✓ Price control
- ✓ Warehousing
- ✓ Strategic Planning

- ✓ Senior non-procurement management.
- ✓ Dual tasked management with a procurement responsibility
- ✓ Procurement management
- ✓ Supply Chain management
- ✓ Finance
- ✓ Operations
- ✓ Legal
- ✓ Sales and Marketing staff

From across all industries

Organized by: _____



WE SOLVE YOUR PUZZLE