

# € TRAINING

Conference on Purchasing Techniques With  
Negotiating and Cost Reduction

9 - 13 September 2024  
Madrid (Spain)





# Conference on Purchasing Techniques With Negotiating and Cost Reduction

REF: C692 DATE: 9 - 13 September 2024 Venue: Madrid (Spain) - Fee: 5850 Euro

## Introduction:

This conference focuses on equipping professionals with the necessary skills and strategies to optimize purchasing processes, negotiate effectively, and implement cost reduction techniques. Through it, participants will learn how to assess supplier pricing, develop strategic procurement plans, and manage costs within the organization.

## Conference Objectives:

By the end of this conference, participants will be able to:

- Implement advanced purchasing strategies to achieve cost reductions.
- Negotiate effectively with suppliers to secure favorable terms.
- Analyze supplier pricing structures to uncover cost-saving opportunities.
- Develop a strategic procurement plan that aligns with organizational goals.
- Apply best practices in managing supplier relationships for long-term cost management.

## Target Audience:

- Procurement and Purchasing Managers.
- Supply Chain Managers.
- Contracts and Procurement Officers.
- Finance and Budgeting Professionals involved in procurement.
- Operations Managers with procurement responsibilities.

## Conference Outline:

### Unit 1:

#### Strategic Purchasing and Cost Management:

- Understanding the role of purchasing in cost management.
- Developing strategic purchasing plans.
- Total cost of ownership models.

- Aligning purchasing strategies with organizational goals.
- Techniques for reducing low-value activities.

## Unit 2:

### Negotiation Techniques for Cost Reduction:

- Principles of negotiation in purchasing.
- Identifying negotiation objectives.
- Methods of persuasion and handling tough negotiations.
- Achieving win-win outcomes with suppliers.
- Best practices for negotiating favorable terms.

## Unit 3:

### Supplier Pricing and Cost Evaluation:

- Understanding supplier pricing methodologies.
- Techniques for evaluating and comparing supplier prices.
- Methods for breaking down the elements of cost.
- Developing a "should cost" analysis.
- Cost analysis methods for reducing overall spend.

## Unit 4:

### Implementing Procurement Best Practices:

- Assessing supplier performance and improvement opportunities.
- Benchmarking and process mapping for cost control.
- Developing company purchase price indexes.
- Reporting cost savings and procurement improvements.

## Unit 5:

### Long-Term Supplier Relationship and Performance Management:



- Building strong relationships with suppliers for long-term success.
- Measuring and improving supplier performance.
- Ensuring compliance with procurement agreements.
- Continuous improvement in supplier management.
- Techniques for maintaining effective supplier partnerships.