PROFITABLE SUPPLIER NEGOTIATION

www.globalperformancegroup.com
WHY

PROFITABLE SUPPLIER NEGOTIATION?

Today’s purchasing professionals are under intense pressure to create profitable, sustainable agreements that achieve lower levels of Total Cost of Ownership and Usage, higher levels of innovation, and greater sustainability while creating stronger, supplier and internal partner relationships. They face well trained sales organizations, and unprecedented amounts of information to process and leverage. In an ever changing global environment, successful negotiators must make the right business decision based on value and ROI, paying the right price, and getting maximum service and value in return. Success is achieved via innovative solutions that come from a planned negotiation approach based on value exchange and a need for long term solutions.
Profitable Supplier Negotiation (PSN) will enable negotiators to:

- Take control of the negotiation process
- Negotiate sustainable and value based agreements
- Negotiate profitable relationships
- Exchange value vs. conceding
- Plan and execute negotiations with confidence & courage
ESTABLISH A BEHAVIORAL SHIFT.
INCREASE PROFITABILITY.

PSN equips procurement teams with skills that get results

- Execute the AGREE model, leveraging tension to fully engage in every negotiation
- Leverage personal power and the power of the buying organization
- Identify and overcome commonly used tactics
- Frame negotiations around supplier outcomes
- Plan effectively for real supplier negotiations
HOW PSN IS DELIVERED

All of our training solutions are a mixture of proven strategies honed through decades of application and small group sessions that coach people to use it. Therefore we implement a behavior change process that combines a highly tailored approach: live workshops (face to face or virtually live), pre and post workshop activities, application clinics, coaching sessions and tools to measure impact.

Our unique model can be delivered in 14 different languages and will not limit you to a per seat/per license charging model, but rather enable you to deploy a fresh approach on a global scale, with a predictable investment, for maximum results.
Global Performance Group (GPG) is a global corporate training company that believes the only way to effect lasting change is to transform habits by providing cutting edge content and coaching people to apply it to their real-life business cases.

GPG helps procurement forces to practice and execute strategies that guarantee bottom line success. Professionals will develop the skills, tools and confidence that will enable them to create, shape and negotiate value in a tough environment. Most people know the theory behind “What” to do, but fail when it comes to the “How”. Procurement people will gain the competence of the skills, the confidence to execute those well and the courage to leave operate outside their comfort zone. Participants will develop new skills and techniques to leverage the inevitable tension and generate a successful outcome for all stakeholders.

GPG provides its behavior change approach across all seven continents in 14 languages. Our clients are international in size and reach, and are looking to upskill employees with new methods that work across the new global economy.
LET'S START A DIALOGUE

For more information about the content in this document or if you would like to discuss your company's training initiatives please contact us on:

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