

# Negotiating for Excellence

**Dates:** February 17-18, 2025

**Time:** 8:00am – 12:00pm Central Time

**Location:** IMECAF Mexico, SC Arquímedes 130 Office 205, Col. Polanco, CDMX 11570, Mexico

Negotiation skills not only influence individual purchases but also build stronger business relationships. This course explores the negotiation process, helping participants identify interests, walkaway alternatives, and options. Hone your negotiation skills and lay the foundation to secure the best outcomes for your organization.

## What You Will Learn:

- **Negotiation Overview:** Understanding the purpose of negotiations for supply management professionals.
- **Types of Negotiations:** Introducing tactical, strategic and elements in each type of negotiation.
- **Steps in Negotiation:** Understanding the seven steps in negotiation.
- **Conditioning:** Introducing the influencing techniques of conditioning and practicing them.
- **Negotiation Styles:** Understanding your style, how to leverage it and the need to shift styles.
- **Information in Negotiations:** Gathering data and information to prepare for a negotiation.
- **Practicing:** Role playing and practicing your approach before the actual negotiation.
- **Conducting a Negotiation:** Learning the right techniques to suit the negotiation.

**Who Should Attend:** This course is ideal for fundamental and proficient-level professionals involved in sourcing, contracting, and relationship management. You will gain valuable insights into negotiation strategies for product and service negotiations to maximize organizational value.

## About ISM® (Institute for Supply Management®)

Institute for Supply Management® (ISM®) is the first and leading not-for-profit professional supply management organization worldwide. Its community of more than 50,000 in more than 100 countries manage about US\$1 trillion in corporate and government supply chain procurement annually. ISM empowers and leads the profession through the ISM® *Report On Business*®, its highly-regarded certification and training programs, corporate services, events and the ISM Supply Chain Capability Model™.

## About Supplynity

Supplynity, based in Mexico, is ISM's trusted partner. They specialize in delivering world-class supply management education, helping organizations in Mexico and Latin America develop strategic procurement capabilities.

**Cancellation Policy:** Cancellations more than 5 weeks before the date of the seminar will incur an administrative charge of 50%. Cancellation within 5 weeks of the date of the seminar will be charged the full fee. You must notify ISM in writing of a cancellation.

**Register Today! Course Limited to 25 Participants.**

**Website:** <https://mx.ismworld.org>

**Phone:** +52 55 1568 5979

713 Negotiating for Excellence

