



# Strategic Approach to Procurement and Vendor Negotiation

7-8 December 2022

Armada Hotel Petaling Jaya – Malaysia



**Limited seats available**  
**GRAB YOURS NOW!!**

# STRATEGIC APPROACH TO PROCUREMENT AND VENDOR NEGOTIATION

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## INTRODUCTION

Some of the pre requisites, in order to improve company profitability and ability to drive up market share, is the demand for an effective and efficient procurement management Key competencies in area of cost control, applying strategic strategy to manage supplies and the negotiation of the most advantageous benefits to the company is extremely important.

This program promotes the key competencies in strategic procurement strategies, the technique of managing cost saving activities and handling effective negotiation in order for managing an efficient and effective procurement system within an organization.

## BENEFITS OF ATTENDING

At the end of this program, you will be able to:

- **COMPREHEND** the strategic sourcing role of procurement in business operations
- **RECOGNIZE** the type of strategy to be in place to manage the procurement and inventory operation
- **CREATE** an action plan to implement supplies management strategies
- **CARRY OUT** risk assessment and take action to overcome to ensure supplies are not disrupted
- **MANAGE** the contract management system to ensure effective management

## COURSE OUTLINE

### Day 1

#### The Role of Procurement & Purchasing

- Definition of Purchasing versus Procurement
- Role of Purchasing versus Procurement
- Job Function of Purchasing and Procurement
- Cycle of Procurement
- Key Fundamentals to Effective and Efficient Procurement

#### Strategic and Tactical Objective and Goals of Procurement

- Definition of Strategic and Tactical
- The Ps, Qs and Rs of Procurement
- Key Objectives of Procurement and Purchasing
- Strategic Role in Procurement
- Tactical Role in Procurement

#### Strategic Sourcing and Supplier Management

- Strategic Sourcing Strategy and the different level of sourcing
- Competitiveness Model for strategic procurement system
- Value Chain creation in procurement
- Supplier Quality Management
- Supplier Relationship Management
- Supplier Performance Management
- Supplier Management Process Cycle

#### Strategic Cost Analysis and Evaluation

- Cause and Effect Technique (5 Why and 1 How) for problem evaluation
- Strategic Cost Evaluation with Should Costing
- Strategic Cost Analysis for best pricing
- Price Analysis versus Cost Analysis
- Supplier Segmentation Management

#### Cost Reduction and Cost Avoidance

- Cost Reduction versus Cost Avoidance
- Area of Cost Reduction and Cost Avoidance
- Key Factors to consider in Cost Reduction
- Opportunity cost in cost reduction activities
- Errant cost reduction and avoidance strategy

## COURSE OUTLINE CONTINUATION

## Day 2

## Managing Smart Negotiation

- Integrative Negotiation versus Distributive Negotiation
- Contract Negotiation
- Stages of Negotiation
- Competitiveness model
- Deciding red lines in negotiation

## Types of Negotiators

- Knowing your opponent traits
- The Soft Negotiator
- The Principled Negotiator
- The Hard Negotiator
- Traits of a good negotiator
- Bad Negotiator habits
- Mistakes made in Negotiation
- Body language in negotiation

## Clear Objectives and Goals in Negotiations

- Understand when to walk away
- Managing Reject and counter offer
- Dealing with difficult negotiators
- WATNA strategies
- BATNA strategies
- Usage of NLP in negotiation

## Preventing Procurement Disruption - Third Party Risk Management

- Definition of 3rd party risk management
- Cycle of 3rd party risk management
- Securing supplies with 10 C selection and evaluation
- Conducting audit and key areas of audits
- Suppliers managing strategies

## METHODOLOGY

This training will involve the following areas to enhance your learning experience with us:

- Interaction
- Case Studies
- Brain Storming
- Discussion
- Facilitation by trainer to enhance understanding of subject matter

## WHO SHOULD ATTEND?

This training program is highly recommended for employees involved in the managing of the supply chain functions in an organization i.e. procurement, warehousing, logistics and planning department.

Jude Selvaraj Joseph's diverse background and versatility in training both youth and adult learners enables him to tap on an abundance of experiences in sharing, connecting and engaging with individuals.

He is an International Dynamic Speaker, Certified Corporate Trainer and Entrepreneur. He has acclaimed a lot of goodwill and accolades in the fields of education and corporate trainings both locally and internationally by his High Impact Sessions.

Over the last 26 years, Jude has worked with several organisations namely The Asian Institute of Chartered Bankers (formerly known as Institute of Bankers, Malaysia), Perak Branch, Kolej Syuen, Ipoh and Scania - Southeast Asia, Shah Alam holding senior positions in the areas of education, coaching, training and development, hospitality, logistics, supply chain, warehousing etc. whilst pursuing his passion in education, training and development.

Jude possesses a double Masters in Business Administration & Management. One is from AsiaeUniversity, Malaysia majoring in Human Resource Management and the other is from The University of The West of Scotland, United Kingdom majoring in General Management with a thesis in Logistics and Supply Chain Management. He is currently pursuing his Industrial Doctorate in Business Administration (IDBA) and is scheduled to complete by mid-2022.

Jude belongs to the new era of trainers in excellence:

- ❖Chartered Member of The Institute of Logistics and Transport Malaysia (CMILT)
- ❖Master Trainer in Learning & Development from the European International University, Paris;
- ❖Certified Professional Master Trainer from the International Accreditation Organization (IAO), USA & Institute of Quality Malaysia (IQM) for ISO 17024:2012 Professional Programs on Competency;
- ❖Certified Trainer from Pembangunan Sumber Manusia Berhad (PSMB), Malaysia;
- ❖Certified Trainer (Associate) in Training and Development from the Cambridge Association of Managers, United Kingdom;
- ❖Certified Master Practitioner of Neuro-Linguistic Programming, Time Line Therapy Association & The American Board of NLP
- ❖Certified Master Practitioner of Time Line Therapy, Time Line Therapy Association & The American Board of NLP
- ❖Certified Master NLP Coach, Time Line Therapy Association & The American Board of NLP
- ❖Certified Master Hypnotherapist, Time Line Therapy Association, The American Board of NLP & International Association of Counsellors & Therapist (IACT)
- ❖Certified Trainer & Assessor in Technical & Vocational Education & Training (TVET) from Melbourne Polytechnic, Australia
- ❖Certified 6S Lead Auditor
- ❖Member of the Institute of Quality Malaysia (IQM)

# DELEGATE REGISTRATION FORM



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Scheme  
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## Delegates

Name \_\_\_\_\_  
Job Title \_\_\_\_\_  
Telephone \_\_\_\_\_  
Mobile \_\_\_\_\_  
E-mail \_\_\_\_\_

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E-mail \_\_\_\_\_

## Organization

Name \_\_\_\_\_  
Telephone \_\_\_\_\_  
Fax \_\_\_\_\_  
Address \_\_\_\_\_

## Authorization (This form is invalid without a signature)

Name \_\_\_\_\_  
Job Title \_\_\_\_\_  
Signature \_\_\_\_\_  
Date \_\_\_\_\_

## Contact Person

Name \_\_\_\_\_  
Job Title \_\_\_\_\_  
Telephone \_\_\_\_\_  
Fax \_\_\_\_\_  
Mobile \_\_\_\_\_  
E-mail \_\_\_\_\_

Please complete this form immediately and send back to:

**Wendy:**

Tel: +6016-335-5527

Email: [wendy@nashbs.com](mailto:wendy@nashbs.com)

## Payment Details

Payment is required within 7 days upon receipt of the invoice.

**NASH BUSINESS SOLUTIONS Sdn Bhd (1068674-V)**

### Standard Chartered

Account No: **794194740755**

SWIFT Code: **SCBLMYKXXXX**

All payment must be received prior to the event date

## Confirmation details

Joining details confirming your participation will be sent, once a registration has been received. After receiving payment, a receipt will be issued.

## Cancellations/Substitutions

Substitutions are welcome at any time. Please notify us at least 2 working days prior to the event. All cancellations will carry a 10% cancellation fee, once a registration form is received. All cancellations must be in writing by fax or e-mail at least 3 weeks before the event date. Cancellations with less than 3 weeks prior to the event date carry a 100% liability. However, course materials will still be couriered to you.

**Note:** The investment fee does not include any taxes (withholding or otherwise). In case of any taxes applicable the client has to ensure that the taxes are paid on top of the investment fee paid for the course. Compliance with the local tax laws is the responsibility of the client.

## TRAINING SCHEDULE

08.30 --- Registration & Morning Coffee  
09.00 --- Training Starts  
10.45 --- Morning Coffee Break  
11.00 --- Training Resumes  
13.00 --- Lunch  
14.00 --- Training Resumes  
15.45 --- Afternoon Coffee Break  
16:00 --- Training Resumes  
17:00 --- Training Ends

| Course  | Regular Fee (per Delegate) | Group Fee: 3 or more pax (per Delegate) |
|---|----------------------------|---|
| <b>Strategic Approach to Procurement and Vendor Negotiation</b><br>7-8 December 2022, Armada Hotel Hotel Petaling Jaya - Malaysia | RM2,995                    | RM2,795                                 |