

Contract Negotiation and Purchasing Skills

Lisbon (Portugal)

4 - 8 January 2026

UK Training

PARTNER



Contract Negotiation and Purchasing Skills

Code: SC28 From: 4 - 8 January 2026 City: Lisbon (Portugal) Fees: 4400 Pound

Introduction

Effective contract negotiation and purchasing skills are critical for organizations seeking to maximize profitability, minimize risks, and foster strong supplier relationships. Contrary to the belief that anyone can negotiate or purchase effectively, the reality reveals significant inefficiencies and losses due to a lack of structured strategies and skills.

This contract negotiation training seminar aims to equip participants with proven contract negotiation strategies and the tools to build a high-performing purchasing function. From understanding the contract negotiation process to mastering interpersonal skills, this course provides actionable insights for both individual growth and organizational success.

Participants will learn how to identify and overcome common purchasing failures, engage in effective negotiations across internal and external stakeholders, and reduce contractual risks. Additionally, this program will emphasize contract negotiation best practices through hands-on activities and case studies, ensuring participants leave with applicable skills and concepts to improve their business outcomes.

Course Objectives

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

- Build a robust and efficient purchasing function.
- Apply proven contract negotiation steps and strategies.
- Communicate effectively within and outside the organization.
- Analyze and understand their personal strengths and weaknesses in negotiation.
- Develop a keen understanding of contract needs and mitigate contractual risks.
- Plan, prepare for, and execute successful negotiation contracts across diverse cultures.
- Gain confidence in handling the contract negotiation process for optimal results.

Course Outlines

Day 1: Where is Purchasing Failing & Introduction to Negotiation

- Understanding what is a negotiation contract and its significance.
- Identifying common failures in professional purchasing.
- Evaluating whether to outsource processes.
- Crafting a purchasing strategy aligned with organizational goals.
- Exploring styles of negotiation and handling uncertainty in negotiations.
- Analyzing how suppliers evaluate organizations.

A graphic of a chessboard with several chess pieces (a king, a queen, a rook, and a pawn) in gold and silver. The text 'UK Training PARTNER' is overlaid on the board.

UK Training
PARTNER

Day 2: Are You a Good Negotiator & Understanding the Offer

- Self-assessment: Understanding personal values and negotiating style.
- Analysis using Myers-Briggs personality types.
- Avoiding mental traps in negotiation.
- Importance of social and interpersonal skills in successful contract negotiation.
- Market research and its role in mitigating supply chain risks.
- Differentiating between price, cost, and value.

Day 3: Contract Needs and Making the Contract Work

- Designing a contract structure with clear terms and conditions.
- Integrating warranties, guarantees, and payment options.
- Navigating legal aspects like breach of contract, undue pressure, and misrepresentation.
- Steps to make contracts work effectively in practice.
- Preparing for negotiation in contracts with legal and operational considerations.

Day 4: Finding Reliable Suppliers & Culture in Negotiation

- Evaluating suppliers and managing tender processes.
- Building and managing long-term supplier relationships.
- Addressing ethics in purchasing and the impact of corruption globally and personally.
- Understanding the nuances of negotiating technology contracts.
- Cultural considerations: Preparing for negotiations with diverse teams.

Day 5: What Makes a Successful Negotiation

- Developing listening and persuasion skills.
- Crafting effective questions and reading body language.
- Planning and executing negotiations with attention to timing and venue.
- Handling authority, power dynamics, and telephone negotiations.
- Preparing for concessions and managing negotiation tactics.
- Closing the deal: Finalizing agreements for a successful outcome.
- Reviewing key takeaways to implement in your organization.

Why Attend this Course: Wins & Losses!

- Enhanced Contract Negotiation Skills: Learn how to prepare, plan, and execute effective negotiations for better outcomes.
- Reduced Risks: Gain the knowledge to eliminate contractual risks and ensure legal compliance.
- Improved Communication: Build rapport with stakeholders, suppliers, and internal teams for seamless negotiations.
- Global Competence: Master strategies for negotiating contracts with different cultures and industries.
- Career Growth: Strengthen your expertise in contract negotiation and management to become an invaluable asset to your organization.

Conclusion

Mastering the art of contract negotiation is no longer optional in today's competitive market. This course equips

UK Training
PARTNER





participants with the tools and confidence to navigate complex purchasing processes, enhance negotiation contracts, and ensure favorable outcomes for their organizations.

Whether you're an experienced negotiator or new to contract negotiation training, this program provides a structured approach to build the skills necessary for both personal and professional success.

Take the next step to sharpen your skills, reduce risks, and secure your place as a trusted leader in contract negotiation and purchasing strategies.

A graphic of a chessboard with several pawns. A large gold king piece is prominent in the foreground, with other pawns in gold and silver behind it. The board has a checkered pattern, and there are concentric circles in the background.

UK Training
PARTNER

Head Office: +44 7480 775 526
Email: Sales@blackbird-training.com
Website: www.blackbird-training.com

Blackbird Training Cities

Europe



Malaga (Spain)



Sarajevo (Bosnia and Herzegovina)



Oporto (Portugal)



Glasgow (Scotland)



Edinburgh (UK)



Oslo (Norway)



Annecy (France)



Bordeaux (France)



Copenhagen (Denmark)



Birmingham (UK)



Lyon (France)



Moscow (Russia)



Stockholm (Sweden)



Podgorica (Montenegro)



Batumi (Georgia)



Salzburg (Austria)



London (UK)



Istanbul (Turkey)



Amsterdam



Düsseldorf (Germany)



Paris (France)



Athens (Greece)



Barcelona (Spain)



Munich (Germany)



Geneva (Switzerland)



Prague (Czech)



Vienna (Austria)



Rome (Italy)



Brussels (Belgium)



Madrid (Spain)



Berlin (Germany)



Lisbon (Portugal)



Zurich (Switzerland)



Manchester (UK)



Milan (Italy)



Blackbird Training Cities

USA & Canada



Los Angeles (USA)



Orlando, Florida (USA)



Online



Phoenix, Arizona (USA)



Houston, Texas (USA)



Boston, MA (USA)



Washington (USA)



Miami, Florida (USA)



New York City (USA)



Seattle, Washington (USA)



Washington DC (USA)



In House



Jersey, New Jersey (USA)



Toronto (Canada)

ASIA



Baku (Azerbaijan)
(Thailand)



Maldives (Maldives)



Doha (Qatar)



Manila (Philippines)



Bali (Indonesia)



Bangkok



Beijing (China)



Singapore (Singapore)



Sydney



Tokyo (Japan)



Jeddah (KSA)



Riyadh (KSA)



Melbourne (Australia)
(Kuwait)



Phuket (Thailand)



Shanghai (China)



Dubai (UAE)



Kuala Lumpur (Malaysia)



Kuwait City



Seoul (South Korea)



Pulau Ujong (Singapore)



Irbid (Jordan)



Jakarta (Indonesia)



Amman (Jordan)



Beirut

UK Training
PARTNER

Blackbird Training Cities

AFRICA



Kigali (Rwanda)



Cape Town (South Africa)



Accra (Ghana)



Lagos (Nigeria)



Marrakesh (Morocco)



Nairobi (Kenya)



Zanzibar (Tanzania)



Tangier (Morocco)



Cairo (Egypt)



Sharm El-Sheikh (Egypt)



Casablanca (Morocco)



Tunis (Tunisia)



Blackbird Training Clients

 MANNAI CORPORATION MANNAI Trading Company WLL, Qatar	 GAC UNE FILIALE D' EGA Alumina Corporation Guinea	 Booking.com Booking.com Netherlands	 OXFAM Oxfam GB International Organization, Yemen	 Capital Markets Authority Kuwait
 Waltersmith Waltersmith Petroman Oil Limited Nigeria	 QNB Qatar National Bank (QNB), Qatar	 Qatar Foundation Qatar	 AFRICAN UNION ADVISORY BOARD ON CORRUPTION Tanzania	 KFAS KFS Kuwait
 Reserve Bank of Malawi Malawi	 Central Bank of Nigeria Nigeria	 Ministry of Interior Kingdom of Saudi Arabia KSA	 Mabruk Oil Company Libya	 Saudi Electricity Company KSA
 BPKH Badan Pengelola Keuangan Haji BADAN PENGELOLA KEUANGAN Haji, Indonesia	 NATO Italy	 ENI ENI CORPORATE UNIVERSITY, Italy	 GULF BANK Gulf Bank Kuwait	 General Organization for Social Insurance KSA
 Defence Space Administration Nigeria	 National Industries Group (Holding) Kuwait	 Hamad Medical Corporation Qatar	 USAID Pakistan	 STC STC Solutions, KSA
 North Oil Company North Oil company,	 EKO Electricity EKO Electricity	 OMAN BROADBAND Oman Broadband	 UNITED NATIONS UN.	 Authority for Electricity Regulation, Oman Authority for

UK Training
PARTNER

Blackbird Training Categories

Management & Admin

Entertainment & Leisure
Professional Skills
Finance, Accounting, Budgeting
Media & Public Relations
Project Management
Human Resources
Audit & Quality Assurance
Marketing, Sales, Customer Service
Secretary & Admin
Supply Chain & Logistics
Management & Leadership
Agile and Elevation

Technical Courses

Artificial Intelligence (AI)
Hospital Management
Public Sector
Special Workshops
Oil & Gas Engineering
Telecom Engineering
IT & IT Engineering
Health & Safety
Law and Contract Management
Customs & Safety
Aviation
C-Suite Training



 International House 185 Tower Bridge
Road London SE1 2UF United Kingdom

 +44 7401 1773 35
+44 7480 775526

 Sales@blackbird-training.com

 www.blackbird-training.com

UK Training
PARTNER

