



Procurement

Seminar objective

The most important purchasing techniques are presented. The seminar is purely practice-oriented and conveys strategies of an effective, success-oriented purchasing behavior. Top performance in purchasing requires that every purchaser is well informed about himself and his effect on suppliers. The seminar offers important suggestions for this.

Seminar content

- Planning and preparation of the procurement meeting
- Phases of the procurement conversation: Greeting, contact, information, argumentation, price discussion, objections, conclusion.
- Increasing social competence as a prerequisite for successful shopping
- Purchasing rhetoric and questioning techniques
- Objection and argumentation techniques
- The body language in the purchase discussion
- The development of negotiation strategies
- The price discussion and price resistance
- Supplier types
- Closing techniques: Ways to a successful conclusion
- NLP in purchasing
- How to create sympathy and trust?
- How to develop creative solutions together with the supplier?
- Knowledge of human nature: The key to purchasing success
- How to create a positive relationship with the supplier?
- Dealing with unobjective negotiating partners

Methodology

Exercises Role plays Trainer and participant inputs External and self-analysis Simulation of conversation

Target audience

The advanced training in procurement is aimed at all those who would like to purchase even more successfully and develop profitable strategies.

Course ref.

VV5009

Participants

not more than 9 participants

Schedule

1. Day: 10:00 - 17:00
2. Day: 09:00 - 16:00

Location & dates

Münster

30.01.2023 – 31.01.2023

Fee

980,00 € (ex. VAT)
1.166,20 € (inc. VAT)



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Ich melde mich/Wir melden uns zu folgender Veranstaltung an:

1. Teilnehmer

Name/Vorname

E-Mail

Mobilnummer

Veranstaltung Seminarcode

Ort Termin

Firmendaten/Rechnungsempfänger

Firma

Rechnung (Name)

Straße/Nummer

PLZ/Ort

Telefon/Fax

Branche

Datum

2. Teilnehmer

Name/Vorname

E-Mail

Mobilnummer

Veranstaltung Seminarcode

Ort Termin

Anzahl der Mitarbeiter in Ihrem Unternehmen

Kundennummer

Anmeldebestätigung (E-Mail)

Unterschrift