

Negotiation Planning and Bargaining Tactics for Procurement

Purchasing, Logistics & Supply Chain Management Training Course

Course Overview

Negotiation Planning and Bargaining Tactics for Procurement: a 5-day professional training course from LTC Consultants, delivered in-classroom across Africa...

What You Will Achieve

- Explain the core principles and current good practice in Negotiation Planning and Bargaining Tactics for Procurement
- Apply practical tools and techniques for Negotiation Planning and Bargaining Tactics for Procurement in your own organisation
- Analyse real-world scenarios and select the right approach with confidence
- Avoid the common pitfalls that undermine Negotiation Planning and Bargaining Tactics for Procurement in practice
- Build a personal action plan to implement what you have learned

Who Should Attend

Directors, senior managers, heads of department, team leaders and high-potential professionals preparing for greater leadership responsibility.

Course Outline

1. Foundations of Negotiation Planning and Bargaining Tactics for Procurement: principles, terminology and context
2. The business case: why Negotiation Planning and Bargaining Tactics for Procurement matters to performance
3. Core tools, frameworks and methods
4. Applying the tools: guided case study and exercises
5. Common pitfalls and how experienced practitioners avoid them
6. Working with stakeholders: communication and influence
7. Measuring results and continuous improvement
8. Personal action planning and course review

Upcoming Dates and Fees

DATES	VENUE	FEE (PER DELEGATE)
14 to 18 Sep 2026	Gaborone	\$1,650
28 Sep to 2 Oct 2026	Kigali	\$1,395
12 to 16 Oct 2026	Online	\$750

26 to 30 Oct 2026	Cape Town	\$1,395
9 to 13 Nov 2026	Lusaka	\$1,650
23 to 27 Nov 2026	Maputo	\$1,395
7 to 11 Dec 2026	Johannesburg	\$1,395

LTC Consultants

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Every delegate receives a Certificate of Attendance. Group and in-house rates available on request.