



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

Success in purchasing: the basics:

- The structure of purchasing processes in companies:
Centralized purchasing or decentralized purchasing?
- The phases of the purchasing process
- Quotation requests and procurement processes: (Order) processing
- Profit potentials in purchasing

Stakeholder Management:

- Systematic analysis of the procurement market and analytical techniques: Evaluate your suppliers!
- Recognition of supplier types
- Purchasing according to demand forecast
- Purchasing controlling and reporting: Key figure systems
- Basics of supply chain management

Successful procurement negotiations:

- Procurement negotiations: e.g. with the Harvard concept
- Negotiation preparation strategies
- Steer through negotiations with the right questioning techniques
- Recognize manipulation and influence in price negotiations

Negotiate with business partners:

- Purchasing rhetoric: dealing with objections
- Soft on the person, firm on the issue
- Overcome price resistance
- Increasing social competence as a prerequisite for successful selling

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

13.01.2025 – 14.01.2025

Fee

1.150,00 € (ex. VAT)
1.368,50 € (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