



ACADEMY of
PROCUREMENT



Negotiate your way to resilient and responsible supply chains

Negotiation Course
2 Day Virtual Course



AU\$ **395**

per person
for online purchase
(+ GST)

**ONLINE
PRICE**

FOR COMMERCIALY SAVVY PROFESSIONALS

Wise negotiation can unlock formidable supply chains and promote participation in your sustainable programs.

In four fast-paced sessions, we will explore the ‘what?’ and the ‘how?’ of persuading suppliers to make their supply chains more resilient and participate in your social procurement programs.

Introduction

These sessions explore:

- Resilience:
 - What is a ‘resilient supply chain’?
 - How do you persuade suppliers to improve resilience?
- Socially responsible procurement:
 - What are social procurement initiatives?
 - How do you persuade suppliers to participate in socially responsible procurement programs and achieve better outcomes?
- Resilient is an acronym spelling out the key priorities: Resilience, Social, Local, Indigenous, Disadvantaged

This course is aimed at:

Intermediate to senior level practitioners with previous exposure to commercial negotiations, including those:

- tasked with improving supply chain resilience
- responsible for increasing supplier diversity
- responsible for social procurement programs

The program will benefit anyone who needs to motivate their suppliers to ‘buy in’ to a program.

Course structure

Course duration:

- Total 8 hours over 2 days
(Session breakdown: 4 x 2 hour sessions)

Format:

- Virtual course with a maximum of 20 people

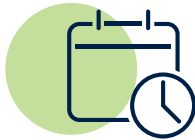
Course facilitator:

- Paul Rogers, FCIPS



This course is designed to maximise the transfer of knowledge from *‘workshop to workplace’*

This is what’s involved ...



Short course
8 hours total
over 2 days



Relevant content
Real life
case studies



Online convenient
Virtual face-to-face
sessions



Practical
Exercises to apply
in your workplace



Breakout sessions
Fun activities,
quizzes and discourse



Expert advisor
Trainer-facilitated
discussions

Payment methods	Individuals	Groups (min 15, max 20)
 Pay online	\$395 p/person	\$295 p/person (starts at \$4425) AMAZING VALUE
 Pay by invoice	\$595 p/person	\$395 p/person (starts at \$5,925)

All prices exclude GST

[BOOK YOUR PLACE HERE >](#)

 **Approved**

This course is approved by the Queensland Government and is made available under a Standing Offer Arrangement (SOA) QGP002-2018 to all Australian Government Departments and Agencies at Federal and State Level.

Work with suppliers to create resilient supply chains and sustainable programs.

Take a deep-dive into the negotiation methods you can employ to transform your relationship with suppliers for the benefit of everyone involved.

Designing socially responsible programs is one thing. Achieving participation from vendors is something else entirely. Many procurement teams face the complex task of building supply chain resilience while pursuing socially responsible procurement initiatives – initiatives that may be combined with the expectation of a total cost reduction. This important and unique workshop dissects the ‘what?’ and the ‘how?’ of these programs from the negotiation standpoint.

Benefits of attending

The program examines practical strategies to promote supply chain resilience and help develop more responsible supply chains. We will explore the practical ways that you can set objectives for key priorities applicable to many clients, such as:

1. Improving supply chain resilience in the light of COVID-19.
2. Extending the reach of social procurement initiatives with first tier suppliers.
3. Encouraging suppliers to adopt socially responsible actions in their engagement of disadvantaged groups.

For each of these goals, we will also explore the most appropriate persuasion strategies that may be deployed to try to persuade the other party to meet your objectives, while taking into consideration what their objectives might be as well.



2 Day Session Format

Session 1

10.00am - 12 noon

Session 2

2.00pm - 4.00pm



Develop strategies that promote strong and sustainable supply chains

We will explore what a mutually acceptable solution might look like and what concessions may be appropriate in order to achieve this. This will help you design, negotiate and maintain more sustainable solutions, in terms of resilient supply chains and social procurement programs.

Here's what you will learn

What is meant by a resilient supply chain? We will explore the impact of COVID-19 upon business continuity and identify practical strategies to hotspot weaknesses in the supply chain, as well as identifying strategies to improve supply chain resilience. Critically, we will explore what this means for our first tier suppliers and how we might persuade them to improve supply chain resilience.

Social benefit suppliers and small and medium sized enterprises.

Many organisations have a deliberate objective to increase supplier diversity, which includes engaging more effectively with social enterprises and small and medium sized enterprises. However, such organisations may find it difficult to engage with larger clients. They also present their own challenges in terms of governance, solvency and resilience. We will explore what this means for clients and ways in which we can engage with social benefit suppliers at an acceptable level of residual risk.

Engaging local suppliers is a priority for many organisations, especially those in the public sector. However, localisation (as in the “on-shoring” of business previously sourced from overseas suppliers) is a key priority for all clients. We will explore the implications

of promoting localisation with your second tier suppliers in order to both meet targets in terms of local content and improve supply chain resilience.

Increasing the spend with indigenous-owned and/or operated business.

Many organisations track and report upon the proportion of their spend made with indigenous-owned and operated businesses. We will explore the ways in which we may promote and encourage expenditure with indigenous-owned businesses. This includes which categories may be most appropriate and what policies may support more effective engagement. Critically, we will explore negotiating with indigenous businesses in a way that helps support mutually acceptable outcomes.

The inclusion of disadvantaged groups in the workforce can help organisations meet their Corporate Social Responsibility goals. We will explore what is meant by disadvantaged groups, and the issues faced when negotiating with first tier suppliers to try and improve the proportion of disadvantaged groups engaged in the workforce. How do you persuade suppliers to demonstrate inclusive business practices, such as gender equity or employing workers with a disability?



Transform the potential of your negotiations.



On completion, you will be able to:

1. Develop persuasive arguments for your suppliers to improve supply chain resilience.
2. Develop persuasive arguments for your suppliers to align with your social procurement programs.
3. Define 'social benefit' suppliers and influence first tier suppliers to increase their representation in your supply chain.
4. Develop persuasive arguments for your suppliers to demonstrate inclusive business practices.



Participant engagement is a key goal!

No activity will last more than 20 minutes, creating a *fast-paced, exciting and interactive* experience.

- ✓ Practical exercises
- ✓ Relevant case studies
- ✓ Fun quizzes
- ✓ Facilitated discussions



Four sessions over two days

Session 1 - 10.00am - 12noon

The first session includes an overview of the issues facing organisations as they seek broader definitions of value, as well as cash releasing and non-cash releasing benefits.

- What is resilience?
 - What is socially responsible procurement?
 - What are the likely benefits for clients of aligning faster suppliers behind these initiatives?
 - What are the likely objections that suppliers may make?
 - What are the methods of persuasion that may be deployed in order to overcome these objections?
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Session 2 - 2.00pm - 4.00pm

The second session focuses on supply chain resilience. What is it and what are the practical methods that can be adopted in order to improve supply chain resilience from externally originated events or internal supply chain interruption?

- Examples of initiatives to improve supply chain resilience.
 - What are the costs and benefits of these measures?
 - What are the likely objections that first tier suppliers may raise against improving supply chain resilience?
 - What are the methods of persuasion that may be deployed in order to overcome these objections?
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“It gave me a totally different perspective outside of just following process.”



“A fantastic course! Gives you great good insight into supplier behaviours.”

Session 3 - 10.00am - 12noon

The third session focuses upon social benefit suppliers. What are the practical issues involved when trying to increase supply base diversity?

- Examples of social benefit suppliers.
 - Pros and cons of dealing with social benefit suppliers and small and medium sized enterprises.
 - Pros and cons of dealing with local suppliers.
 - What are the likely issues from a negotiation point of view when negotiating with these companies?
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Session 4 - 2.00pm - 4.00pm

The fourth and final session explores the issues involved in persuading your first tier suppliers to demonstrate more inclusive business practices.

- Examples of inclusive business practices, including gender equity, engagement of disadvantaged groups in the workforce and the adoption of policies which promote social inclusion.
 - What are the likely objections that suppliers may make?
 - What are the methods of persuasion that may be deployed in order to overcome these objections?
 - How can we create a win-win outcome for suppliers who participate in helping us achieve our social procurement agenda?
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*“Excellent presenter.
Humorous with relevant case studies and stories.”*

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“It is a great course with a lot of valuable information on managing minor and major contracts.”

Learn from a world-renowned negotiator

Paul Rogers, FCIPS



Specialist in: Negotiation, Commercial Acumen, Procurement Leadership, Stakeholder Influencing

Qualifications: BA in Organisation and Management Studies (Honours), FCIPS, FRSA

Paul is a thought leader and an experienced consultant with a track record of innovation and successful engagements developed over 35 years.

Paul has worked in more than 20 countries and is an internationally acknowledged expert on procurement and negotiation.

As a consultant, Paul has a track record of leading consulting teams, winning work through stakeholder engagement and through completing bids, and in delivering successful assignments. He delivers solutions, services and tools to organisations in both the public and private sectors.

Sectoral experience includes national government (in New Zealand), and in Australia Federal Government Departments, State Governments, Local Authorities, Defence, Universities, as well as blue chip private sector clients, SMEs and third sector organisations.

Paul knows what 'good' looks like. He coaches to improve performance and achieve greatness. This applies to 'hard' procurement content and 'soft' interpersonal skills.

“



“Paul is a highly regarded negotiation professional, coach and mentor. He combines strategic planning and meticulous preparation with a wealth of diverse business experience and sophisticated commercial acumen to achieve a mutually acceptable level of value and risk.”

Billie Gorman FCIPS

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“Paul’s negotiation skills are legendary, both in terms of the amount of preparation and planning to ensure that the appropriate relationship is delivered during the negotiation, as well as delivering on expected outcomes.”

Gordon Donovan FCIPS



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Become a champion
negotiator in no time.

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