# Advanced Project Negotiation and Vendor Management Training Course

21 - 25 Dec 2026

Vienna

5800 € (Per Person)

Ref: #PRM7013_124398

## Course Introduction / Overview:

This comprehensive training course is designed to equip professionals with the advanced skills required to navigate the complex landscapes of project negotiations and vendor management. In today's competitive environment, the ability to secure favorable terms, build strong supplier relationships, and mitigate risks is paramount to project success and organizational profitability. This program moves beyond basic principles to explore sophisticated negotiation tactics, strategic sourcing, and robust contract lifecycle management. Drawing on foundational concepts from experts like Roger Fisher, co-author of the seminal work "Getting to Yes", this course emphasizes principled negotiation and creating value for all parties involved. Participants will learn to master the art of negotiation, from preparation to execution, while simultaneously developing a strategic framework for managing vendors as long-term partners. BIG BEN Training Center has meticulously structured this curriculum to provide a holistic view, integrating procurement strategies with project management objectives to ensure seamless execution and optimal outcomes. This immersive learning experience will empower you to handle complex procurement challenges, manage supplier performance effectively, and drive significant cost savings while maintaining quality and compliance.

## Target Audience / This training course is suitable for:

- Project Managers and Project Leaders.
- Procurement Managers and Purchasing Officers.
- Contract Administrators and Managers.
- Supply Chain and Logistics Professionals.
- Operations Managers.
- Commercial Managers.
- Anyone involved in the vendor selection and negotiation process.
- Legal professionals involved in contract drafting and review.
- Finance Managers overseeing project budgets.

## Target Sectors and Industries:

- Information Technology and Telecommunications.
- Construction and Engineering.
- Manufacturing and Industrial sectors.
- Oil and Gas.
- Healthcare and Pharmaceuticals.
- Banking and Financial Services.
- Retail and FMCG.
- Government agencies and public sector organizations.
- Consulting and Professional Services.

## Target Organizations Departments:

- Procurement and Purchasing Department.
- Project Management Office (PMO).
- Legal and Compliance Department.
- Operations and Production.
- Finance and Accounting.
- Supply Chain Management.
- Contracts Department.
- Strategic Sourcing.

## Course Offerings:

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

- Develop and implement advanced negotiation strategies for high-stakes projects.
- Master the complete vendor lifecycle from selection to offboarding.
- Create and analyze complex Requests for Proposals (RFPs) and bids.
- Establish robust frameworks for Supplier Relationship Management (SRM).
- Identify, assess, and mitigate procurement and contractual risks effectively.
- Draft and manage contracts that protect organizational interests.
- Utilize key performance indicators (KPIs) to monitor and manage vendor performance.
- Resolve conflicts and disputes with vendors professionally and constructively.
- Align procurement activities with strategic business and project objectives.
- Apply psychological principles to gain an advantage in negotiations.

## Course Methodology:

The training methodology at BIG BEN Training Center is designed to be highly interactive, experiential, and directly applicable to the participant's professional environment. We believe that adult learning is most effective when it combines theoretical knowledge with practical application. This course utilizes a blended learning approach, incorporating expert-led presentations, in-depth case study analyses of real-world negotiation and vendor management scenarios, and collaborative group discussions to foster peer-to-peer learning. A significant portion of the training is dedicated to hands-on activities, including role-playing negotiation simulations, contract review workshops, and problem-solving exercises. This allows participants to practice new skills in a safe and controlled setting, receiving immediate and constructive feedback from the instructor and peers. The learning environment is dynamic and engaging, encouraging active participation and the sharing of experiences. Our approach ensures that participants not only understand the concepts but can also confidently apply these advanced techniques to drive value and efficiency within their organizations upon their return to the workplace.

## Course Agenda (Course Units):

### Unit One: Foundations of Strategic Procurement and Negotiation

- The strategic role of procurement in project success.
- Understanding the total cost of ownership (TCO).
- Principles of principled negotiation based on "Getting to Yes".
- The legal and ethical framework of procurement and contracting.
- Distinguishing between tactical purchasing and strategic sourcing.
- Stakeholder analysis and management in the procurement process.
- Developing a comprehensive negotiation plan and setting objectives.

### Unit Two: The Vendor Selection and Sourcing Process

- Crafting effective Request for Information (RFI), Request for Proposal (RFP), and Request for Quotation (RFQ).
- Developing robust vendor evaluation and scoring criteria.
- Conducting due diligence and supplier qualification.
- Analyzing supplier proposals and bids.
- Managing pre-award negotiations and clarifications.
- Techniques for effective market research and supplier identification.
- E-procurement tools and technologies in the sourcing process.

### Unit Three: Advanced Negotiation Tactics and Communication

- Integrative (Win-Win) vs. Distributive (Win-Lose) negotiation strategies.
- Understanding and utilizing your Best Alternative to a Negotiated Agreement (BATNA).
- Psychological principles in negotiation: persuasion, influence, and cognitive biases.
- Techniques for handling difficult negotiators and deadlock situations.
- Effective communication, active listening, and questioning skills.
- Managing multi-party and cross-cultural negotiations.
- Closing the deal and formalizing the agreement.

## Unit Four: Contract Management and Supplier Relationship Management (SRM)

- Key elements of a robust contract and statement of work (SOW).
- Understanding different contract types (Fixed-Price, Cost-Reimbursable, T&M).
- Developing Service Level Agreements (SLAs) and Key Performance Indicators (KPIs).
- Implementing a strategic SRM framework for key suppliers.
- Conducting regular vendor performance reviews and feedback sessions.
- Strategies for building collaborative and long-term supplier partnerships.
- Managing contract changes, amendments, and renewals.

## Unit Five: Risk Management, Conflict Resolution, and Future Trends

- Identifying and assessing risks in the supply chain and vendor contracts.
- Developing risk mitigation and contingency plans.
- Strategies for resolving disputes and conflicts with vendors.
- Alternative Dispute Resolution (ADR) methods: mediation and arbitration.
- Managing contract termination and vendor exit strategies.
- The impact of technology (AI, Blockchain) on procurement and negotiation.
- Sustainable and ethical sourcing practices.

# FAQ:

## Qualifications required for registering to this course?

There are no requirements.

## How long is each daily session, and what is the total number of training hours for the course?

This training course spans five days, with daily sessions ranging between 4 to 5 hours, including breaks and interactive activities, bringing the total duration to 20 - 25 training hours.

## Something to think about:

In an increasingly automated and data-driven procurement landscape, what is the evolving role of human intuition and relationship-building in achieving superior negotiation outcomes?

## What unique qualities does this course offer compared to other courses?

This course distinguishes itself by offering a deeply integrated and holistic approach that seamlessly connects the art of negotiation with the science of vendor management. Unlike programs that treat these as separate disciplines, we focus on the critical interplay between them, demonstrating how a well-negotiated contract is only as good as the subsequent relationship and performance management. The curriculum is built on a foundation of proven academic principles, such as the mutual-gains approach advocated by Roger Fisher, but its primary focus is on practical, real-world application. We move beyond theory by immersing participants in complex, true-to-life case studies and dynamic role-playing simulations that mirror the challenges they face in their roles. This experiential learning model ensures that participants develop not just knowledge, but tangible skills and confidence. Furthermore, the course places significant emphasis on the psychological and interpersonal dynamics of negotiation, providing insights into influence, persuasion, and conflict resolution that are often overlooked in more process-driven training. The result is a transformative learning experience that equips professionals to manage the entire procurement lifecycle strategically, fostering sustainable partnerships and delivering measurable value to their projects and organizations.