



Negotiation for Buyers: Advanced Level

Supply Chain, Procurement & Logistics

QGT-SCM-137 | Advanced | 5 or 10 days | Online, classroom, in-house

Course overview

Negotiation for Buyers: Advanced Level is an advanced programme for experienced practitioners in Negotiation for Buyers. It covers the principles, the requirements of CIPS and ASCM frameworks, Incoterms 2020 and ISO 28000, and the practical methods used on site, with case studies from operations in the Gulf, Africa and worldwide. Available online, in the classroom in 60 cities, or in-house.

What participants will be able to do

- Explain the principles, terminology and scope of Negotiation for Buyers
- Apply the relevant requirements of CIPS and ASCM frameworks, Incoterms 2020 and ISO 28000
- Apply advanced analysis methods to real operating data
- Recognise common problems, risks and root causes and choose the right corrective action
- Prepare an improvement plan for their own site or organisation

Who should attend

Designed for procurement, supply chain, warehouse and logistics professionals with at least three years of experience.

Course outline (5 days)

Day 1: Core principles revisited

Fast review and recent changes in CIPS and ASCM frameworks, Incoterms 2020 and ISO 28000

Day 2: Advanced analysis methods

Detailed techniques, data interpretation and calculations

Day 3: Design and performance optimisation

Improving reliability, efficiency and cost

Day 4: Troubleshooting complex cases

Diagnosing multi-cause problems from field data

Day 5: Risk, decisions and integration

Building a risk-based plan and presenting recommendations

What the 10-day edition adds

Day 6: Applied project, part 1 – Apply the week-one methods to a case from your organisation

Day 7: Data and digital tools – Software, spreadsheets and digital tools used in practice

Day 8: Lessons from incidents and audits – What investigations and audit findings teach

Day 9: Applied project, part 2 – Complete, test and refine your solution

Day 10: Presentations and final assessment – Present to the group and complete the final assessment

Fees (USD per participant)

Duration	Live online	Classroom	In-house
5 days	\$3,000	\$5,500	On quote
10 days	\$5,500	\$9,900	On quote

Fees include course material and certificate of completion; classroom fees include refreshments and lunch. In-house training is priced per group.

Dates and cities 2027–2030

Dates	City	Format	Duration	Fee
15–26 Feb 2027	Milan	Classroom	10 days	\$9,900
26–30 Sep 2027	Alexandria	Classroom	5 days	\$5,500
1–12 Nov 2027	Houston	Classroom	10 days	\$9,900
8–12 Nov 2027	Johannesburg	Classroom	5 days	\$5,500
6–17 Dec 2027	Online (live)	Online (live)	10 days	\$5,500
21 Feb – 3 Mar 2028	Bangkok	Classroom	10 days	\$9,900
17–21 Apr 2028	Rome	Classroom	5 days	\$5,500
1–12 May 2028	Budapest	Classroom	10 days	\$9,900
18–22 Sep 2028	Amsterdam	Classroom	5 days	\$5,500
6–17 Nov 2028	Online (live)	Online (live)	10 days	\$5,500
18 Feb – 1 Mar 2029	Sharm El Sheikh	Classroom	10 days	\$9,900
9–13 Apr 2029	Toronto	Classroom	5 days	\$5,500
30 Apr – 11 May 2029	Prague	Classroom	10 days	\$9,900
4–8 Jun 2029	Abu Dhabi	Classroom	5 days	\$5,500
11–22 Jun 2029	Online (live)	Online (live)	10 days	\$5,500
28 Jan – 8 Feb 2030	Abu Dhabi	Classroom	10 days	\$9,900
18–22 Feb 2030	Edinburgh	Classroom	5 days	\$5,500
11–22 Mar 2030	Athens	Classroom	10 days	\$9,900
29 Apr – 3 May 2030	Cape Town	Classroom	5 days	\$5,500
25 Nov – 6 Dec 2030	Online (live)	Online (live)	10 days	\$5,500

How to register

Register online or scan the code

<https://qimmatrainig.com/courses/negotiation-for-buyers-advanced-level/>

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