



Negotiation for Buyers

Supply Chain, Procurement & Logistics

QGT-SCM-117 | Foundation | 5 or 10 days | Online, classroom, in-house

Course overview

Negotiation for Buyers is an introduction that builds a solid working knowledge 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
- Use practical tools, checklists and calculations with confidence
- 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, new joiners and anyone who needs a solid grounding in the subject.

Course outline (5 days)

Day 1: Principles and terminology

Scope, key definitions and how Negotiation for Buyers fits into daily operations

Day 2: Codes, standards and requirements

What CIPS and ASCM frameworks, Incoterms 2020 and ISO 28000 require, and how to read them

Day 3: Methods, tools and calculations

Step-by-step methods, checklists and worked examples

Day 4: Operation, inspection and common problems

Typical failures, warning signs and what to do about them

Day 5: Case studies, workshop and assessment

Group exercise on real cases and a final knowledge check

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
3–7 May 2027	Geneva	Classroom	5 days	\$5,500
24 May – 4 Jun 2027	Frankfurt	Classroom	10 days	\$9,900
20–24 Sep 2027	Edinburgh	Classroom	5 days	\$5,500
8–19 Nov 2027	Lagos	Classroom	10 days	\$9,900
6–10 Dec 2027	Online (live)	Online (live)	5 days	\$3,000
10–14 Jan 2028	Tbilisi	Classroom	5 days	\$5,500
10–21 Apr 2028	Paris	Classroom	10 days	\$9,900
11–15 Jun 2028	Sharm El Sheikh	Classroom	5 days	\$5,500
17–28 Jul 2028	Prague	Classroom	10 days	\$9,900
14–18 Aug 2028	Online (live)	Online (live)	5 days	\$3,000
9–13 Apr 2029	Munich	Classroom	5 days	\$5,500
13–24 Aug 2029	Milan	Classroom	10 days	\$9,900
20–24 Aug 2029	Beirut	Classroom	5 days	\$5,500
2–13 Sep 2029	Riyadh	Classroom	10 days	\$9,900
3–7 Dec 2029	Online (live)	Online (live)	5 days	\$3,000
18–22 Feb 2030	Dublin	Classroom	5 days	\$5,500
8–19 Jul 2030	Tbilisi	Classroom	10 days	\$9,900
2–6 Sep 2030	Vienna	Classroom	5 days	\$5,500
24 Nov – 5 Dec 2030	Kuwait City	Classroom	10 days	\$9,900
2–6 Dec 2030	Online (live)	Online (live)	5 days	\$3,000

How to register

Register online or scan the code

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

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Email: training@qimmatrainig.com

