



Negotiation for Buyers Masterclass

Supply Chain, Procurement & Logistics

QGT-SCM-177 | Masterclass | 5 or 10 days | Online, classroom, in-house

Course overview

Negotiation for Buyers Masterclass is a senior-level masterclass on strategy and performance 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
- Build a business case and roadmap their leadership team can act on

Who should attend

Designed for procurement, supply chain, warehouse and logistics professionals in senior and leadership roles.

Course outline (5 days)

Day 1: Strategic view of Negotiation for Buyers

Trends, regulation and what leading companies do differently

Day 2: Benchmarking and performance

KPIs, maturity models and gap analysis

Day 3: Lessons from major incidents and projects

Decision points that changed outcomes

Day 4: Leading the change

Building the business case, budget and team capability

Day 5: Masterclass forum

Expert panel, peer exchange and personal roadmap

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
18–22 Jan 2027	Dublin	Classroom	5 days	\$5,500
7–18 Jun 2027	Casablanca	Classroom	10 days	\$9,900
16–20 Aug 2027	Singapore	Classroom	5 days	\$5,500
30 Aug – 10 Sep 2027	Sharjah	Classroom	10 days	\$9,900
27 Sep – 1 Oct 2027	Online (live)	Online (live)	5 days	\$3,000
28 Feb – 3 Mar 2028	Dubai	Classroom	5 days	\$5,500
12–23 Jun 2028	Casablanca	Classroom	10 days	\$9,900
10–14 Jul 2028	Berlin	Classroom	5 days	\$5,500
25 Sep – 6 Oct 2028	Rome	Classroom	10 days	\$9,900
23–27 Oct 2028	Online (live)	Online (live)	5 days	\$3,000
23–27 Apr 2029	Tunis	Classroom	5 days	\$5,500
4–15 Jun 2029	Marrakech	Classroom	10 days	\$9,900
2–6 Sep 2029	Doha	Classroom	5 days	\$5,500
10–21 Sep 2029	Beirut	Classroom	10 days	\$9,900
5–9 Nov 2029	Online (live)	Online (live)	5 days	\$3,000
8–12 Apr 2030	Tbilisi	Classroom	5 days	\$5,500
29 Apr – 10 May 2030	Marrakech	Classroom	10 days	\$9,900
24–28 Jun 2030	Nairobi	Classroom	5 days	\$5,500
1–12 Jul 2030	Manchester	Classroom	10 days	\$9,900
25–29 Nov 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-masterclass/>

WhatsApp: +971 50 697 0908

Email: training@qimmatrainig.com

