



Negotiation for Buyers: Practical Workshop

Supply Chain, Procurement & Logistics

QGT-SCM-157 | Practical workshop | 5 or 10 days | Online, classroom, in-house

Course overview

Negotiation for Buyers: Practical Workshop is a hands-on workshop built around exercises and real site problems 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 who want practice rather than theory.

Course outline (5 days)

Day 1: Workshop briefing and baseline

Participants bring a real problem from their own site

Day 2: Guided practice 1

Hands-on exercises using templates, checklists and calculators

Day 3: Guided practice 2

Simulations and role-play based on Negotiation for Buyers scenarios

Day 4: Field cases from the Gulf and Africa

Analysing what went wrong and what worked

Day 5: Action plan and peer review

Each participant leaves with a reviewed improvement plan

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
14–18 Jun 2027	Casablanca	Classroom	5 days	\$5,500
2–13 Aug 2027	Milan	Classroom	10 days	\$9,900
18–22 Oct 2027	Sharjah	Classroom	5 days	\$5,500
1–12 Nov 2027	Brussels	Classroom	10 days	\$9,900
15–19 Nov 2027	Online (live)	Online (live)	5 days	\$3,000
15–19 May 2028	Madrid	Classroom	5 days	\$5,500
19–30 Jun 2028	Paris	Classroom	10 days	\$9,900
3–7 Jul 2028	Bangkok	Classroom	5 days	\$5,500
28 Aug – 8 Sep 2028	Berlin	Classroom	10 days	\$9,900
13–17 Nov 2028	Online (live)	Online (live)	5 days	\$3,000
28 Jan – 1 Feb 2029	Cairo	Classroom	5 days	\$5,500
1–12 Apr 2029	Jeddah	Classroom	10 days	\$9,900
18–22 Jun 2029	Rome	Classroom	5 days	\$5,500
24 Jun – 5 Jul 2029	Salalah	Classroom	10 days	\$9,900
9–13 Jul 2029	Online (live)	Online (live)	5 days	\$3,000
13–17 Jan 2030	Cairo	Classroom	5 days	\$5,500
4–15 Feb 2030	Nairobi	Classroom	10 days	\$9,900
31 Mar – 4 Apr 2030	Kuwait City	Classroom	5 days	\$5,500
23 Jun – 4 Jul 2030	Alexandria	Classroom	10 days	\$9,900
4–8 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-practical-workshop/>

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