
Negotiation Skills for Procurement Professionals

12 – 16 July 2027
Vienna





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Negotiation Skills for Procurement Professionals is a five-day applied negotiation course delivered by Mars Training Centre across its international network — in London, Dubai, Barcelona, Istanbul, and Amman — designed for senior buyers, category managers, and procurement leaders negotiating high-value commercial agreements.

Most procurement negotiation training stops at distributive bargaining tactics — splitting the difference, anchoring high, walking away. Real procurement negotiation is more demanding: multi-issue, multi-party, multi-year deals where supplier capability, risk allocation, total cost, and the relationship after signing all matter as much as the headline price. Senior procurement professionals need a negotiation discipline that holds up against well-trained, well-resourced commercial sales teams.

Across five focused days, you will move from the analytical preparation that wins negotiations before they begin, into the live behaviours that close strong deals. The week combines structured frameworks with intensive negotiation simulations and personal feedback — you will negotiate every day. You leave with a personal negotiation playbook calibrated to your category profile and counterparties.

What You Will Learn

By the end of this programme, you will be able to:

- Diagnose the negotiation context and select an appropriate strategy.
- Conduct rigorous negotiation preparation including BATNA and ZOPA analysis.
- Apply integrative and distributive techniques as each situation requires.
- Manage multi-issue, multi-party, and team negotiations.
- Read and respond to supplier negotiation tactics and pressure plays.
- Conduct cost-based, value-based, and relationship-based negotiations.
- Negotiate non-price terms including risk allocation, IP, and termination.
- Manage the dynamics of cross-cultural and international negotiation.
- Lead a negotiation team through the full deal cycle.
- Build a personal negotiation playbook.

How You Will Benefit

You will leave with a measurable improvement in negotiation confidence and capability, a personal playbook for your most demanding deals, and a Mars Certificate of Completion.

Your organisation will gain a negotiator who delivers stronger commercial outcomes without damaging supplier relationships, and who can lead negotiation teams on the most complex agreements.



Who This Programme Is For

This programme is designed for procurement professionals, including:

- Senior Buyers and Lead Buyers
- Category Managers and Senior Category Managers
- Procurement Managers and Heads of Procurement
- Sourcing Managers responsible for high-value categories
- Contract Managers leading commercial negotiations
- Supply chain managers with sourcing accountability
- Capital project commercial managers
- Public-sector procurement leads

The seniority floor is experienced buyer or category manager level and above.