



TRADE ASSOCIATION HUB / SINGAPORE

EXECUTIVE EDUCATION / 2-DAY PROGRAMME

Negotiation Strategies for Procurement

Prepare strategically.
Negotiate with confidence and control.

19-20 November 2026

9.30am to 5.30pm

In person at SIPMM, Trade Association Hub

Stronger preparation. Better negotiated outcomes.

A practical two-day programme for managing complex supplier negotiations.



NEGOTIATION SIMULATIONS / OBSERVATION / FEEDBACK



Prepare strategically.

Set objectives, assess leverage and alternatives, and define bargaining boundaries.



Trade with control.

Build tradeable packages across price, service, risk and supply priorities. Manage tactics and conditional concessions.



Close workable agreements.

Resolve deadlock and turn agreed terms into clear commitments that protect organisational interests.

Who should attend

Procurement & commercial

Procurement, purchasing, category, sourcing, contract and commodity professionals who negotiate with suppliers.

Operations & technical

Supply chain, operations, engineering and project professionals involved in discussions on price, capacity, specifications, service levels, risk or contract terms.

PREPARATION

Some prior experience in commercial or supplier negotiations is recommended.

Two days. Built for negotiation practice.

NEGOTIATION PLAN

- Objectives
- Alternatives
- Boundaries

DAY 1

Build the negotiation strategy

01 Establish the Negotiation Mandate

02 Set Objectives, BATNA and Boundaries

03 Analyse Suppliers, Markets and Leverage

04 Design the Negotiation Architecture

WORKABLE AGREEMENT

- Terms
- Responsibilities
- Actions

DAY 2

Negotiate, close & implement

05 Use Discovery and Influence Techniques

06 Manage Tactics and Concessions

07 Handle Difficult Negotiations

08 Simulate, Close and Review

BATNA = Best Alternative to a Negotiated Agreement

WHAT YOU WILL TAKE AWAY

01

Negotiation-planning canvas

A reusable planning tool.

02

Structured performance feedback

Learn from your practice.

03

Personal negotiation-improvement plan

Focus your next steps.

Professional recognition.

Career progression.



Chartered award presentation at SIPMM



ASP certificate (sample)

PROFESSIONAL DESIGNATIONS

AIP™

Accredited Artificial Intelligence
Professional

ASP™

Accredited Sustainability
Professional

CHARTERED DESIGNATIONS

CSM™

Chartered Supply Chain
Manager

CPM™

Chartered Procurement
Manager

THIS PROGRAMME
1 CoC



Build towards a professional designation

Certificate of Competency / Further eligibility requirements apply

Professional: 3 CoCs, including at least 1 in the relevant AI or Sustainability category; SIPMM membership and relevant professional experience.

Chartered: Active AIP™/ASP™ or approved equivalent; 2 managerial/leadership CoCs, relevant experience and Board approval.

Chartered designations are conferred by the Chartered Institute of Logistics & Procurement (CILP), a chartered institution of the World Certification Institute (WCI).

[View full eligibility criteria and exceptional admission routes](#)

Developing professionals. Connecting industries.

Singapore's professional body for logistics, procurement and supply chain.



SELECTED ORGANISATIONS SIPMM HAS SUPPORTED



[Explore SIPMM's institutional profile](#)

From supplier discussions to workable agreements.



Prepare

Objectives & boundaries



Trade

Conditional concessions



Agree

Clear terms & actions

REGISTER FOR THIS PROGRAMME

Strengthen your next supplier negotiation.

19-20 November 2026

2 days / 9.30am to 5.30pm

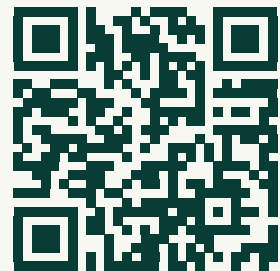
In person / Breakfast & lunch provided

S\$880

Member

S\$980

Public



SCAN TO REGISTER

REGISTER FOR THIS PROGRAMME



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[View the full programme outline](#)