

**DISRUPT.  
INNOVATE.  
TRANSFORM.**

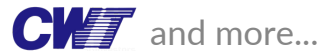


**MANAGERIAL  
PROCUREMENT**

# **CONTRACT NEGOTIATION TECHNIQUES**

**DIGITAL LEARNING**

# Organisations Supported by the Institute





# THE SIPMM EDGE



## Global Recognition

SIPMM is a globally regarded professional body in the Logistics, Procurement and Supply Chain (LPS) sector.



## Interactive Pedagogy

The interactive pedagogy of SIPMM brings learners stimulating and multidisciplinary learning under the mentorship of the thought leaders and subject experts who make up the faculty. You will hone your analytical skills, teamwork and communication skills.



## Innovative Curriculum

Be future-ready with SIPMM Qualifications which combine relevant industry knowledge with business best practices.

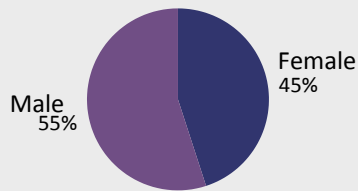


## Networking and Career Opportunities

Be a part of SIPMM's global network of LPS professionals. Take advantage of comprehensive guidance from our dedicated career services to aid your career transition or advancement.

# LEARNER PROFILES

## CLASS PROFILE



Gender  
6 : 5



Average Age  
35



Average Years of Work  
Experience  
7.8

## INDUSTRIES SIPMM GRADUATES WORK IN



Manufacturing  
29%



Logistics Service  
Provider  
28%



Wholesale, Retail  
and F&B  
10%



Building and  
Construction  
9%



Others  
24%

## JOB FUNCTIONS OF SIPMM GRADUATES



Procurement  
36%



Logistics  
20%



Warehousing  
19%



Supply Chain  
19%



Others  
6%



Ms Aida Amanda Atan , Class of 2020  
Specialist Diploma in Digital Logistics  
Managing Director  
One Vibes Nation Vending & Franchise Management Pte Ltd

“What is special about SIPMM, you don't feel left out and age doesn't matter. This is the first time that I feel age is never a barrier in learning and SIPMM made us feel accepted and validated accordingly.”

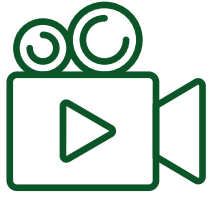


Ms Lim Sin Chi , Class of 2020  
Diploma in Logistics and Supply Management  
Group Manager  
NOK Precision Component (S) Pte Ltd

“The course has benefited me in my workplace and let me have a better understanding of the Logistics and Supply Chain Management in my company.”

# STRUCTURE OF THE DIGITAL COURSE

Each Digital Course consists of:



## 6 VIDEOS

An **introductory** video and **five learning** videos



## DIGITAL EXAMINATION

Which lasts **30 minutes** at the end of the course



## 25 MCQS

These questions are designed to **evaluate** the knowledge attained by the learner



## 80% SCORE

The result is instant, and a **minimum 80% score** is required to attain the Certificate of Competency.



## 3 ATTEMPTS

Each participant is given a **maximum of 3 attempts** to attain the required score.

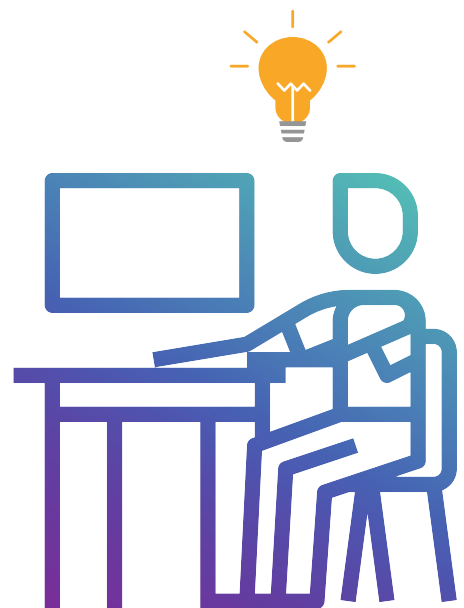
This digital course can be accessed via [www.skillsfuture.org](http://www.skillsfuture.org)

## COURSE OBJECTIVE

This digital course is designed and developed for learners to acquire specialised knowledge in the area of **Contract Negotiation Techniques**. SIPMM digital courses are designed to provide flexibility of learning, so that learners can study at their own pace.

## Who Should Enroll?

- Procurement professionals employed in all industries and service sectors.
- Those who wish to acquire specialised knowledge in the area of Contract Negotiation Techniques.



# FEES & CERTIFICATE OF COMPETENCY

When a learner has scored at least **80%** for the digital examination, the learner can attain a Certificate of Competency (CoC) in

**Contract Negotiation Techniques**. This digital certificate is awarded by SIPMM, and accredited by Logistics Institute of Singapore.

Public Rate :  
**SGD 595 | USD 450**

Member Rate :  
**SGD 440 | USD 345**

## MODULE INFORMATION

### Section 1 :

Negotiation Models and Principles

### Section 2 :

Planning and Preparing for Negotiation

### Section 3 :

Negotiation Strategies, Tactics & Techniques

### Section 4 :

Interpersonal & Online Negotiation

### Section 5 :

Commercial Contract Clauses for Negotiation

## FACULTY & CONTENT DEVELOPMENT

This digital course is designed and developed for learners to acquire specialised knowledge in the area of **Contract Negotiation Techniques**. SIPMM digital courses are designed to provide flexibility of learning, so that learners can study at their own pace.



# Accredited Sustainability Professional (ASP™)

The Accredited Sustainability Professional (ASP™) designation is a professional certification conferred on professionals and certifies the holder's vast Experience, Skills and Competence in the profession.

The ASP™ is jointly awarded by the Logistics Institute of Singapore and Singapore Institute of Purchasing and Materials Management, and is recognised as an accredited qualification for Chartership.

## Eligibility Criteria for ASP™:

1



Member of SIPMM

2



Attain 3 Certificates of Competency (CoC):  
2 Procurement CoC | 2 Logistics or Supply Chain CoC  
1 Sustainability CoC

3



SIPMM Alumni Status with 3 Years of Professional Experience



# ABOUT SIPMM



The Singapore Institute of Purchasing and Materials Management (SIPMM) is the nation's professional body for the LPS sector - the sector which includes professionals in Logistics, Procurement and Supply Chain. Since its founding in 1972, SIPMM has trained over 100,000 LPS professionals through its comprehensive suite of Specialised Qualifications, Executive Development Programmes as well as Specialised In-House Workshops across the region - which includes Multinational Firms, ICT Conglomerates, Governments, and the Armed Forces.

SIPMM is best recognised for founding the Official Singapore Purchasing Managers' Index (PMI) in 1998 and co-founding the Official China PMI in 2002. The Official Singapore PMI is the key barometer of the Singapore Manufacturing Economy, while the Official China PMI is widely regarded as a reliable indicator of the China Manufacturing Economy.

SIPMM co-founded the International Federation of Purchasing and Materials Management (now known as the International Federation of Purchasing and Supply Management) in 1974 and has actively collaborated with industry chambers such as the China Federation of Logistics and Purchasing, the Singapore Procurement Federation and the National Trades Union Congress.

With over 5 decades of Progressive Professional Development in Singapore and the region, SIPMM is committed to supporting professionals and organisations be Future-Ready for the Future Economy.





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