

**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.

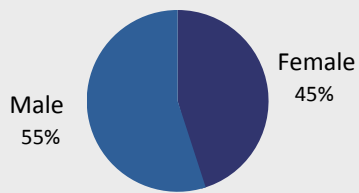


Networking and Career Opportunities

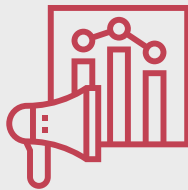
Be a part of SIPMM's global network of LPS professionals. Take advantage of comprehensive guidance from our dedicated career services to aid your career transition or advancement.

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%



“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 Aida Amanda Atan , Class of 2020
Specialist Diploma in Digital Logistics

Managing Director
One Vibes Nation Vending & Franchise Management Pte Ltd



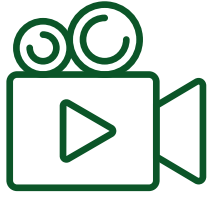
“The course has benefited me in my workplace and let me have a better understanding of the Logistics and Supply Chain Management in my company.”

Ms Lim Sin Chi , Class of 2020
Diploma in Logistics and Supply Management

Group Manager
NOK Precision Component (S) Pte Ltd

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.

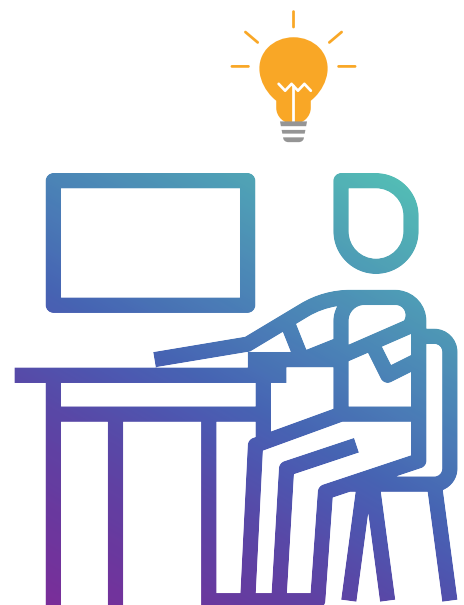
This digital course can be accessed via www.skillsfuture.org

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 has 2 specialisations and 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.



Accredited Sustainability Professional (Supply Chain)

Accredited Sustainability Professional (Procurement)

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.



☎ 6817 1717 🖨 6817 1710

✉ qualifications@sipmm.edu.sg

🏛 9 Jurong Town Hall Road #02-28 Singapore 609431