



Consulting and Training | Reach New Heights

Course Name

Supply Chain Planning and Negotiation Skills

Sector Name

Procurement & Supply Chain Operations

Document Type

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Supply Chain Planning and Negotiation Skills

Course Introduction

This training course is designed to provide participants with an overview of the concepts underlying APS. This course focuses on modeling supply chains and implementing APS successfully in industrial contexts. What's more, delegates' understanding is enhanced by several case studies covering a wide range of industrial sectors. This training course will also help participants gain the skills essential to champion negotiations in procurement and supply situations.

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Target Audience

- ✓ Procurement Manager / Supervisor
- ✓ Procurement officer/assistant
- ✓ Purchase officer
- ✓ Vendor manager
- ✓ Supplier relationship officer
- ✓ Purchase coordinator
- ✓ International Buyer
- ✓ Category purchasing manager
- ✓ Supply chain officer- Procurements
- ✓ Logistics Professionals
- ✓ Distribution Managers
- ✓ Working in this field
- ✓ Those who want to start a career in this field

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Learning Objectives

- ✓ Gain a comprehensive understanding of the concepts of supply chain and supply chain management.
- ✓ Understand the objectives and elements of supply chain management.
- ✓ Identify local, regional, and global supply chain management activities among services and manufacturing companies.
- ✓ Learn and apply some of the trends of supply chain management.
- ✓ Understand how the bullwhip effect impacts supply chain members.
- ✓ Practice successful negotiations.

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Course Outline

✓ Day 01

Basis of Supply Chain Management

- ✓ Supply chain management - an overview
- ✓ Supply chain analysis
- ✓ Process modeling
- ✓ Performance measurement
- ✓ Inventory analysis
- ✓ Types of supply chains
- ✓ Advanced planning

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Course Outline

✓ Day 02

Concepts of Advanced Planning Systems

- ✓ Structure of advanced planning systems
- ✓ Strategic network design
- ✓ Demand planning
- ✓ Master planning
- ✓ Demand fulfillment and ATP
- ✓ Production planning and scheduling
- ✓ Purchasing and material requirements planning
- ✓ Distribution and transport planning
- ✓ Coordination and integration
- ✓ Collaborative planning

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Course Outline

✓ Day 03

Implementing Advanced Planning Systems

- ✓ The definition of a supply chain project
- ✓ Supply chain evaluation
- ✓ Supply chain potential analysis
- ✓ Project roadmap
- ✓ The selection process
- ✓ APS Requirements
- ✓ Implementation and integration
- ✓ Post-implementation effort and support model
- ✓ The implementation process
- ✓ The APS implementation project
- ✓ Modeling phases of an APS-Project

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Course Outline

✓ Day 04

Actual APS and Case Studies

- ✓ Architecture of selected APS
- ✓ Strategic network design in the chemical industry
- ✓ Computer assembly
- ✓ Oil industry
- ✓ SCM in a pharmaceutical company
- ✓ Demand planning of Styrene Plastics
- ✓ Food and beverages
- ✓ Scheduling of synthetic granulate
- ✓ Event-based planning for standard polymer products
- ✓ Conclusions and Outlook

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Course Outline

✓ Day 05

Negotiation Techniques

- ✓ Avoiding Confrontational Negotiating
- ✓ Developing Active Listening Skills
- ✓ Negotiating with an Angry Person
- ✓ Power Closes that are used on the Buyer
- ✓ Understanding the other Negotiator's Power
- ✓ Negotiation Tactics and Countermeasures

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Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
April 18, 2027	April 22, 2027	5 days	4250.00 \$	Qatar , Doha
Aug. 24, 2026	Aug. 28, 2026	5 days	4950.00 \$	Turkey , Istanbul
Nov. 9, 2026	Nov. 13, 2026	5 days	4250.00 \$	UAE , Dubai
March 14, 2027	March 18, 2027	5 days	4250.00 \$	KSA , Riyadh

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