



International Training
Center Paris

TRAINING SCHEDULE

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ADVANCED NEGOTIATION AND CONFLICT RESOLUTION IN SUPPLY CHAIN MANAGEMENT

Overview:

The Advanced Negotiation and Conflict Resolution in Supply Chain Management training program is designed to provide participants with the skills and knowledge necessary to effectively negotiate and resolve conflicts within the supply chain. The program will cover a range of topics, including negotiation strategies and tactics, communication skills, conflict resolution techniques, and the legal and ethical considerations involved in supply chain management.

Objectives:

- Develop an advanced understanding of negotiation strategies and tactics in supply chain management
- Improve communication and conflict resolution skills within the supply chain
- Understand the legal and ethical considerations involved in supply chain management
- Learn how to effectively manage and resolve disputes within the supply chain

The training program will include lectures, case studies, group discussions, and practical exercises. Participants will have the opportunity to apply the concepts learned in the training program to real-world supply chain negotiation and conflict resolution scenarios. By the end of the training program, participants will have an advanced understanding of negotiation strategies and tactics in supply chain management, improved communication and conflict resolution skills, an understanding of the legal and ethical considerations involved in supply chain management, and the skills necessary to effectively manage and resolve disputes within the supply chain.

Targeted Groups:

- Supply chain managers
- Procurement professionals seeking advanced negotiation skills
- Contract managers handling supplier relationships
- Vendor relationship managers emphasizing conflict resolution
- Business executives involved in supply chain negotiations

Planning:

Day 1: Introduction to Negotiation and Conflict Resolution in Supply Chain Management

- Overview of negotiation and conflict resolution in supply chain management
- Understanding the role of communication in supply chain negotiations
- Legal and ethical considerations in supply chain management

Day 2: Negotiation Strategies and Tactics

- Understanding different negotiation styles and approaches
- Developing effective negotiation strategies and tactics
- Best practices for negotiating in the supply chain

Day 3: Communication and Conflict Resolution Skills

- Techniques for effective communication in the supply chain
- Understanding the root causes of conflicts in the supply chain
- Conflict resolution strategies and techniques

Day 4: Legal and Ethical Considerations in Supply Chain Management

- Understanding the legal and regulatory framework for supply chain management
- Contract law and its application to supply chain management
- Ethical considerations in supply chain management

Day 5: Managing and Resolving Disputes in the Supply Chain

- Understanding the different types of disputes that can arise in the supply chain
- Developing effective dispute resolution strategies
- Best practices for managing and resolving disputes in the supply chain