



## Study Guide

### Less Stress and More Success – Take Control of Supplier Negotiations

#### Session Description

This webinar focuses on ways to boost your leverage and confidence at the negotiating table while achieving lower prices. You will discover four practices that position you to speak with authority, manage relationships with sales reps, and make your job less stressful.

Key take-aways:

- How to prepare properly for negotiations
- The benefits of negotiating in writing
- How to use data and cost models to reduce the stress associated with negotiation

#### Reflection Questions

1. What is the primary cause of pre-negotiation stress among procurement professionals?
2. How can you estimate the impact that changes in supplier costs will have on the prices you pay?
3. Why does direction count more than accuracy in a should cost model?
4. What incentive do sales reps have to advocate for lower prices?



5. Why should procurement send email charts showing input cost changes to sales reps?

6. What are the advantages to putting pricing on autopilot?

7. How should procurement respond to form letters from suppliers explaining cost increases?

8. What are some key pieces of advice for having an effective in person meeting with your supplier?