Study Guide

The Five Hardest Negotiating Questions (Answered)

Session Description

The hardest negotiating questions are:

1. How do I handle “Take-it-or-leave-it” suppliers?
2. What if suppliers argue my cost information is wrong?
3. What do I do when suppliers blame higher overheads?
4. Isn’t bidding more effective than negotiating?
5. What do I do when distributors say they have no choice but to pass along manufacturers’ increases?

This webinar drills into the five hardest negotiating questions and presents effective ideas and tactics for responding.

Key take-aways:

- Answers to the 5 questions listed above.

Reflection Questions

1. Why is even a simple (one-commodity) should cost model usually enough to increase cost transparency and set you up for more success at the negotiating table?

2. When – and why – should you ask others in your organization for help when negotiating with a supplier?

3. Developing which two key competencies should you prioritize in your career?

4. Why should procurement include colleagues from other functions in sourcing projects?
5. Nothing succeeds like success. What does this mean for procurement projects?
6. What should procurement do when a good savings opportunity with low operational risk is passed over?