



Study Guide

When Suppliers Reject Fair Pricing – and Silent Slopes Don't Work

Session Description

Suppliers often reject fair pricing, even when their input costs have fallen, and procurement logically expects them to lower their prices. This webinar describes five ideas for pushing back against unfair pricing.

Key take-aways:

- Why it is important to be on the lookout for Silent Slopes
- Counter-arguments suppliers use when refuting price decrease requests
- Proven tactics for dealing with unfair pricing

Reflection Questions

1. What should your first step be after you identify a Silent Slope?

2. Why is it important to exchange facts with suppliers in writing?

3. Why should you want to protect your supplier's gross margin (profits, overhead, unknowns)?

4. What are some ways to respond to a 'take it or leave it' response from suppliers?



5. What should you do if your supplier decides not to play fair?

6. How can 'take it or leave it' suppliers be good for your career?