



Strategic Sourcing and Negotiations Management

Highlights

- Practical and highly effective
- Serves as the foundation for skills-building and process enhancement efforts
- Developed by leading experts in strategic sourcing best practices
- Taught by leading practitioners
- Relevant to any spending category
- Customized with your company's objectives in mind

Overview

Greybeard's training programs in Strategic Sourcing & Negotiations Management enable organizations to realize three key benefits:

- Improve the knowledge base and skills of procurement professionals
- Turn this knowledge into sustainable improvement in procurement processes
- Significantly reduce total cost of ownership for both goods and services.

Participants learn the sourcing strategies and negotiating techniques they need to develop effective supplier relationships — improving supplier performance, reducing costs, and lowering overall risk for your organization.

Greybeard's training programs receive high marks in participant

surveys — regularly receiving evaluation scores of 4.7 out of 5.0 for both content and delivery.

And the effectiveness of Greybeard training programs is demonstrated by the exceptional bottom-line results achieved by our clients.

The Greybeard Approach: Practical and Proven

Greybeard's training programs are interactive, fun, practical and effective — and customized with your company's objectives in mind.

Using content developed by Greybeard experts, these programs teach best practices in the fields of strategic sourcing and negotiations. And unlike other training programs, our classes are taught by practitioners who have

deep, real-world experience. As a result, even the most skeptical employees quickly recognize the credibility of the trainers, the relevance of their anecdotes, and the quality of the instruction.

Another key differentiator of the Greybeard approach is our commitment to knowledge transfer. Our objective isn't merely to teach a course. It's to build the knowledge base of your procurement professionals — enabling them to adopt new techniques and contribute more effectively to your bottom line.

Toward this goal, Greybeard also offers a Training + Mentoring option, which helps reinforce learning and build adoption after classroom sessions end. See the reverse side for details.

"The approach taken by Greybeard Advisors during our supply chain transformation has been very refreshing. During my career, I've worked with consultants from almost every large US consulting firm. Mr. Rudzki and his team took the time to get to know our team and our business. They customized their support to meet our needs and our objectives. It was definitely not an 'off the shelf' program that they forced on us. They have provided expertise, but more importantly, they have been coaches and teachers to our team."

Andrew Houser, Vice President
Supply Chain Management, Commercial Metals Company

"Having had the opportunity to work with many of the largest consulting firms in the world that specialize in this area, I find the content and value of the Greybeard training to be superior given its emphasis on process, total cost and internal change management, as well as the overall experience level and quality of its instructors."

Jonathan K. Hanson, Former Chief Procurement Officer
Masonite International

Training and Mentoring Programs

Strategic Sourcing & Negotiations Management (SSNM)

In robust, interactive classroom sessions, participants learn practical, “how to” techniques for:

- Creating effective sourcing teams
- Gaining stakeholder involvement and buy-in
- Comprehensively understanding both internal needs and the external supply market
- Understanding the Total Cost of Ownership (TCO)
- Building effective RFIs and RFPs
- Developing the right sourcing strategy
- Establishing negotiations objectives and strategy
- Conducting effective negotiations and developing a good contract
- “Speaking with one voice” to suppliers
- Developing and maintaining long-term supplier relationships.

Participants earn 11 ISM Continuing Education (CE) credits. The SSNM course can be offered as standalone training or as part of a larger procurement transformation.

SSNM Executive Briefing

A topline version of the SSNM course, focused on the needs of executives and other key internal stakeholders who must be familiar with the sourcing and negotiations process in order to effectively support it.

Negotiations Management

For organizations that already have strategic sourcing training in place, Greybeard offers a course focused on enhancing negotiations management. Topics include:

- Negotiations management as a business process
- Differences between tactical and strategic negotiation approaches
- Developing negotiations strategy and objectives
- Negotiations preparation, including data collection and market insight
- Communications planning and execution, including effective meetings
- “Speaking with one voice” in executing negotiations
- The appropriate role for senior management to play
- Pitfalls to avoid.

Training + Mentoring

How can you ensure that the awareness and enthusiasm generated in the classroom turns into an embedded process — one that your organization uses to drive business results?

Greybeard’s Training + Mentoring option can help. This highly recommended mentoring and coaching process supports participants for a designated time period after the classroom sessions — helping ensure that lessons from the training are adopted on the job. Our approach is “light touch, high impact” — light touch on the budget, but high impact on process adoption. As a result, your overall Return on Investment (ROI) is enhanced with Greybeard’s Training + Mentoring programs.

ABOUT GREYBEARD ADVISORS

Greybeard Advisors is a leading provider of advisory services, including professional training and mentoring programs, for procurement and supply chain management.

To learn more, visit:
www.GreybeardAdvisors.com

PROGRAM DETAILS	Strategic Sourcing & Negotiations Management (SSNM)	SSNM Executive Briefing	Negotiations Management (NM)
Location	On-site at client’s location	On-site at client’s location	On-site at client’s location
Length	1 ² / ₃ days	½ day executive briefing; 1-hour version also available	6–8 hours
Class size	Typically between 15 and 25, max 32	Typically between 5 and 15, max 20	Typically between 15 and 25, max 32
Number of trainers	2 experienced sourcing team leaders/coaches	2 experienced sourcing team leaders/coaches	2 experienced sourcing team leaders/coaches
Leave-behind	Hard-copy, spiral-bound book of all course materials*	Hard-copy, spiral-bound book of all course materials*	Hard-copy, spiral-bound book of all course materials*
“Speaking with One Voice” program DVD	Perpetual license*	Perpetual license*	Perpetual license*

* Ongoing use of materials for internal use/distribution only