

Procurement and Contract Negotiations

This interactive session explores procurement negotiations, both within and outside of Contract A. We will review key strategies to ensure that negotiations are conducted transparently and effectively, regardless of the model selected. Sample clauses and documents will be used to illustrate different approaches, and we will look at several real-life procurement scenarios that effectively incorporate negotiations.

Learning Objectives

- Explore how to structure negotiations both within and outside of Contract A.
- Examine specific negotiation clauses and templates.
- Review cases where procurement negotiations have resulted in litigation.
- Identify pre-RFx steps that can help reduce the scope of negotiations.
- Discuss how to ensure fairness during negotiations regardless of the model selected.



WEBINARS FOR TEAMS

Attend these fast-paced, 90-minute interactive sessions delivered right to your computer without leaving your office!

Join us as The Procurement School experts take a deep dive into a narrow topic.

Each webinar includes relevant content, as well as time for Q and A and lively discussion to encourage maximum interaction and participation.

Contact Us:

Learn more about what The Procurement School could do for your organization and how we can tailor a session to your specific organizational needs, please contact us:

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