

Sole Sourcing: Finding Leverage in the Negotiation

While competitive tension for significant contract awards is desirable, it is not always possible. So how can you find or build leverage where only one supplier can provide the goods or services? This interactive webinar will provide an overview of the challenges faced in the market by procurement staff and their stakeholders in this common situation. A sole or single source is neither good nor bad, but you can be sure it will attract public scrutiny, so you need to be able to strictly defend it. We will discuss the strategies which lead to sole or single sourcing, the advantages and disadvantages of these arrangements, and how to leverage your position to increase the value proposition. Through case studies and exercises we will share ideas to address your BATNA and affect power relationships in sole and single sourcing situations.

Learning Objectives

- Examine the characteristics of sole and single source contracting.
- Discuss strategies for creating competitive tension in oligopolistic markets.
- Practice developing your BATNA in preparation for sole source negotiations.
- Identify ways to build effective relationships with sole sourced contractors.



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:

hello@theprocurmentschool.com

theprocurmentschool.com

250- 370-0041

the procurement school

PO Box 46030, RPO Quadra Village
Victoria, BC V8T 5G7