



Negotiation Training Workshop Sample Agenda

- 8.30am – Introduction
- 8.40am – Workshop Introduction
- 8.50am – The Client Experience
- 9.40am – Negotiation Fundamentals
- 10.40am – Morning Tea
- 11.00am – Negotiation Role Play Scenario 1
- 12.00pm – Negotiation Approaches and the Buyer's Perspective
- 12.45pm – Lunch
- 1.30pm – A Supplier's Perspective
- 2.15pm – Negotiation Role Play Scenario 2
- 3.15pm – Afternoon Tea
- 3.30pm – Contract Management and Commercial Awareness
- 4.00pm – Small Group Activity – Supplier Tactics
- 4.45pm – Implementation
- 5.15pm – Summary, Learning Review and Q&A Session
- 5.30pm – Close

