

# Excellence Learning Center

An ISO 9001:2015 Organization



We invite you to attend/ nominate your executives for this important seminar on

## Negotiation Skills for Purchasing

On 8<sup>th</sup> May 2018 (9.30 a.m. to 5.30 p.m.)

at Hotel Sagar Plaza,

Opp. SGS Mall, Near Nehru Memorial Hall, Camp, Pune 411001

Please Reply only to Email : [registration@elc.co.in](mailto:registration@elc.co.in), or [arvind.navadikar@elc.co.in](mailto:arvind.navadikar@elc.co.in),

**People are not born good negotiators, these skills can be developed!!**

**Introduction:** - In today's Competitive Business Scenario, it's expected from all Practicing Executives that Prices, Terms & Conditions are controlled while finalizing Business Deals, Terms and Conditions including Supplier Lead Time, Supply out of Stocks or Vendor Managed Inventory (VMI) are finalized to suit our Business Conditions, Long Term Sustainable Business Relations are developed with our Supply Chain Partners, Issues and Problems are resolved with mutually agreed Win-Win approach. Negotiation Skills and Techniques have got unique importance in this Supply Chain Era. People are not born good negotiators, these skills can be developed!! However, one can not forget that Healthy Supplier is an asset to company and Weak Supplier is Liability to company. Good negotiation skills can mean the difference between success & failure!

This One Day Executive Development Programme is designed to cater needs of Industry for understanding Negotiation Skills & Techniques and supporting their initiatives of making organization more competitive by way of, Price Control, Releasing Capital blocked in Inventories, Reducing Lead time from Suppliers, Improving Customer Satisfaction by resolving the Problems & Issues.

**Participant Profile:** - This Executive Development Programme is for all Supervisors, Managers and Executives from all functions of Materials, Supply Chain Management across the organization, Logistics Partners, and Marketing to support initiatives of resolving disputing issues and creative problem solving.

### FACULTY

**Arvind Navadikar,**

CSCP, APICS USA.

Director, Excellence Learning Center

Former Head, Supplier's Supply Chain Development, SKF India Ltd,

Former National President, Indian Institute of Materials Management,

Recipient of National Award 2003-2004 of IIMM

Former Chairman, ISTD Pune Chapter,

International Faculty Member of Global Programmes,

He has rich experience more than 30 years in various leading companies i.e. Kirloskar Pneumatics Ltd, Mahindra Owen Ltd, SKF Bearings India Ltd. He has worked in Production Planning, Purchase, Stores, and off late in Supply Chain Development. At present he is founder Director of training organization 'Excellence Learning Center' an ISO 9001:2000 Organization. He is well-known speaker and he has devised, conducted several Programmes on SCM, VMI, Lean Management, Toyota Production System etc. He is widely traveled and visited various countries on Business Tours like, Japan, Hong Kong, Singapore, Malaysia, Switzerland, U.K., U.A.E., Sri Lanka, China & USA.

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