Best Practices in
Supply Chain Collaboration
Module 2:

octara

Training | Conferences | Events | Publications

Negotiation and Contract Management

11 & 12 October 2010, Sheraton Hotel & Towers, Karachi
14 & 15 October 2010, Pearl Continental Hotel, Lahore
9:00 am to 5:00 pm

Key **Benefits**

- ✓ Manage & Minimize the risks associated with Negotiation & Contract Management
- ✓ Identify areas for Negotiation and learn how and when to Negotiate?
- ✓ Use the 7 step model throughout the phases of Negotiation
- ✓ Learn the 7 Principals of an active approach to Supplier Management
- ✓ Develop questioning skills to suit Negotiations in different cultures
- ✓ Turn Relationships into Partnerships with best-of-breed Suppliers
- ✓ Quantify your Negotiation Performance

Course Facilitator

Dr. Dermot Carey

A Procurement management consultant, trainer and a specialist in Supply Chain Management

Founder & Managing Director of Materials Resource Management (MRM), based in Ireland

38 years of international hands on experience on organizational procurement structures to achieve cost reduction

A regular visiting faculty on Masters programs for colleges in Ireland, the UK and Europe

Co-author of the paper "Co-operation to win in Europe" heavily endorsed by the Department of Finance, Dublin

For Registration:

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Course Facilitator

Dr. Dermot Carey

Dr. Dermot Carey is a Procurement management consultant, trainer and business coach associated with MRM Ltd. based in Ireland. MRM is dedicated to supporting professional management across vital business functions including Procurement & Supply Chain, Contracting, Business Process Re-Engineering and Change Management.

During his career span of 38 years, he has held a number of senior management positions in both the private and public sectors. In eighteen years of consultancy experience, he has successfully completed many major assignments in a variety of industries at home and abroad.

Being a DBA graduate from The Nottingham Trent University, an MPhil at Strathclyde University and an MSc at the University of Ulster, he also serves as a visiting lecturer on Masters programs for colleges in Ireland, the UK and Europe. Dr. Carey is a founder member of the North/South Public Procurement Initiative and has also co-authored a paper "Co-operation to win in Europe" which has been endorsed by the Department of Finance in Dublin.

Dermot is a specialist in management and organization change issues and strategies, and has established a reputation for creative solutions in solving business problems. He is particularly adept at ensuring that organizational structures and human resources capacity are appropriately aligned. He has worked extensively on organizational procurement structures to achieve cost reduction within global multi-nationals, in line with corporate strategies.

Recent assignments undertaken by Dermot has involved human resources and organizational change for various multi-nationals as part of the implementation of a global aligned and integrated Procurement & Supply Chain system and structure to achieve sustained cost reductions vis-a-vis to achieve corporate objective.

Dr. Dermot has substantial international working experience with following Industries.

- Aerospace
- Airlines
- Computer Manufacturing
- Construction Industry
- Defense
- Education
- Electronics
- Engineering
- Federation
- Financial Services
- FMCGs
- Government Departments
- Healthcare
- Logistics
- Mail Order
- Oil & Gas Exploration & Drilling
- Pharmaceuticals
- Print
- Retail
- Ship Building
- Software Development
- Software Supplies
- Telecommunications

What delegates have said about Dr. Dermot Carey previous courses

"It's an excellent course, with a professional speaker and practical case studies."
Duncan Gonsalves
DynCorp International, Oman

"An excellent course. I was completely satisfied."
Gui Gnoune Fella
Orascom Telecom, Algeria

"The practical application focus through use of case studies was very educational."
Mike Buist
Alghanim Industries, Kuwait

"Very effective for advanced purchasing and supply chain specialists."
Khalid Wali
Dubai Properties, UAE

Few top global clients benefited from Dr. Dermot Carey workshops:

ORASCOM TELECOM
Iarnród Éireann
Alghanim INDUSTRIES www.alghanim.com
aerlingus.com
DUBAI PROPERTIES
Britannia
logica CMG
DynCorp INTERNATIONAL Every Mission Is Critical™
Inland Revenue Te Tari Taake
Home Office BUILDING A SAFE, JUST AND TOLERANT SOCIETY
DIAGEO

Negotiation and Contract Management

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Day One

The first day of this module will centre on use of the 7 Step Negotiation model to simulate real situations faced by the participants. Participants will be given instructions in application of the model and then encouraged to apply it to a rehearsal of a forthcoming negotiation. This session deals with different aspects of negotiation; dealing with internal customers, purchasing, technical staff's interaction with suppliers, and a common approach to negotiation which has been proven to deliver highly successful outcomes.

- ✓ When Negotiations are necessary?
- ✓ What is Negotiation?
- ✓ Identifying areas for Negotiation
- ✓ Guidelines for Conducting Negotiations
- ✓ The Use of Agendas
- ✓ Managing the Process of Negotiation
- ✓ Major Phases of Negotiation
- ✓ Planning Skills
- ✓ Questioning Skills in different Cultures
- ✓ Meeting the Negotiation Objective

Day Two

The second day focuses on some of the most effective approaches that can be used in supplier and contract management. For many organizations procurement ends with the award of a contract. For others it involves developing and enhancing performance and the value delivered through suppliers. This session examines Purchasing & Supply Chain from a viewpoint that it is about the management of external service provision from a total cost perspective.

- ✓ Introduction and Overview
- ✓ Managing Service, Cost & Risk via suppliers
- ✓ Evaluating your Suppliers
- ✓ The Move from Tactical to Strategic
- ✓ Defining Partnerships
- ✓ Best of Breed Suppliers
- ✓ The Seven Principles of Supplier Management
- ✓ An Active Approach to Supplier Management
- ✓ Measuring Performance

Who Should Attend?

Supply chain managers, procurement and commodities managers, engineers, project managers, project team members, and all those who are responsible directly or indirectly for planning, forecasting or spending on goods and services.

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Workshop Investment

PKR **44,999/-**
per participant

10% Group Discount
on 2+ nominees

Includes course material, Octara & certificate, lunch, refreshments & business networking

Registration & Payment Options

- **E-mail or Fax your nomination(s) to:**
  E-mail : register@octara.com
  : info@octara.com
  Fax : 021-34520708, 021-34546639
- **Send us your:**
  Name | Designation | Organization
  Mailing Address | Phone, Fax and E-Mail
- Send your cheque in favor of **"Octara Private Limited"** to:
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  Octara Private Limited
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Octara Cancellation Policy

Our Cancellation Policy is activated as soon as the duly filled signed & stamped Octara Registration Form is received from the client. Cancellations made at least 10 working days prior to the course will be refunded in full. If a booking is cancelled 10 to 7 working days before a course, a Cancellation Fee of 25% of the course fee is payable. For cancellations made within 7 working days, no refunds can be given. Cancellations must be confirmed by letter, fax or email. Substitutions may be made at any time. Notwithstanding the above, delegates may transfer to another course to be run within 6 months. Variance in the course fee will be invoiced or adjusted accordingly.

Strategic Partners

TRUSCOTT CrisisLeaders · mpm Integrating Supply Chains · Roger Harrop Associates · BRAND HOTLINE · Ruskin Brown Associates · VoiceCOACH

Logistics Partner: TCS a TRANZUM enterprise

Partner: Culligan

Bring Negotiation and Contract Management In-house

This workshop can be customized to suit specific needs of your organization at significant savings. Please contact **Mohsin Rahim** at **mohsin.rahim@octara.com** or call at **0321-2133409** for more details

Upcoming Programs
Book your seat TODAY!

Managing Key Accounts and The SPIN® Technique
Ian Ruskin Brown, UK
4 & 5 October 2010, KHI
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Omar Abedin, UAE
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21 & 22 October 2010, LHE

Inspirational Speaking
Lucy Cornell, Australia
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Managing the Training Function
Paul Walsh, UK
October 2010, KHI & LHE

Power of Perception (POP)™
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Paul Walsh, UK
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Paul Walsh, UK
Nov. 2010, KHI & LHE

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Sandra Reeves, Singapore
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The Customer is King Series
Sandra Reeves, Singapore
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Staying in the Helicopter® and lead effectively
Roger Harrop, UK
November 2010, Karachi, Lahore & Islamabad

Improving Sales Performance Through Effective Sales Leadership
Jerry Brown, UK
November 2010, KHI & LHE

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