

## PROGRAM SYLLABUS

# Negotiation Course For Procurement Professionals

## Online Certificate Program

Last update: September 12th, 2025



# An overview

What can you expect of this program?

## Negotiation Course For Procurement Professionals

Want to close better deals? Prepare faster and achieve deal results you have been dreaming of? The Negotiation Course for Procurement Professionals is exactly what you're looking for. This course is a perfect fit for ambitious procurement & sourcing professionals.

The Procurement Certificate Program is designed for ambitious procurement professionals and will equip you with the full range of all skills needed to master the deal. The program will help in building your knowledge about all the important variables within procurement negotiations. We are proud to have trained procurement managers at Fortune 500 companies, and are excited for you to join as well!



– Marijn Overvest, founder Procurement Tactics

- 💻 **Online**, self-paced learning
- 💬 **Subtitles** in 5 different languages
- 🎬 Powerful negotiation **templates**
- ⌚ **Interactive case studies**
- ⌚ **8-16 hours** study material
- 📅 **12 months** course access
- 🎓 Official **certificate** upon completion
- 📊 **Data-driven** preparation tooling
- 📘 Reading materials & **bonus content**
- \$ **60-day money-back** guarantee

**200+ companies trust us**



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# About Your Instructor

## Marijn Overvest

Your instructor for this course is Marijn Overvest, the Founder of Procurement Tactics. With over 15 years of experience, Marijn has worked on deals worth over €500 million with companies like Heinz and Unilever and has trained more than 200 procurement teams worldwide.

Marijn is passionate about helping procurement professionals learn and grow. He is always looking for new ways to improve his own knowledge and share what he's learned. His experience includes working on negotiations, sustainability, and building strategies in industries like FMCG (retailers and suppliers), aviation, and pharmaceuticals.

With Marijn's practical advice and stories from personal experience, you'll learn how to improve your procurement skills and achieve better results for you and your company.



# Learn in-demand skills

And take your career to the next level

## Study objectives



### **Negotiation Strategy: How to prepare your negotiation**

Taking a 'prepared' seat at the negotiation table gives power and confidence. There are many bright ways to prepare easier and faster for your upcoming negotiations. Learn how to unlock your full procurement potential with practical negotiation design.



### **Negotiation Skills: How to achieve the best deal results**

Get better deal results by implementing your detailed negotiation strategy. Endless negotiation tactics and psychological tricks will help you to gain the upper hand in your negotiations. Our proven templates will help you close better deals.

### **The perfect fit for**

This course is perfect for procurement and sourcing professionals who want to stay ahead of current trends & digitalization. After completing this program, you will be able to close better deals.

# Curriculum structure

Practical. Comprehensive. Game changing.



## Negotiation Strategy: How to prepare your negotiation

8 lessons

- Course Introduction
- Module 1 Introduction
- How to form a negotiation strategy
- How to get in your counterpart's mind
- Power balance, how to compare suppliers
- Negotiation styles
- Negotiation strategy goalsetting
- BATNA
- Carrots and sticks
- Negotiation teams
- Module 1 Wrap Up



## Negotiation skills: How to achieve the best deal results

10 lessons

- Module 2 Introduction
- Negotiation skills
- Negotiation opening
- Reservation price & ZOPA
- Negotiation psychology
- Questioning and listening skills
- Negotiation tactics
- Non negotiable
- Walk away point
- How to keep track of proposals
- Negotiation mistakes
- Module 2 Wrap Up



## Advanced negotiations with ChatGPT

4 lessons

- Module 3 Introduction
- Introduction AI in negotiations
- Preparing negotiations with ChatGPT
- Negotiations strategies & tactics with ChatGPT
- ChatGPT roleplaying
- Module 3 Wrap Up
- Module 3 Wrap Up

## MODULE 1

What you can expect

# 1. Negotiation Strategy: How to prepare your negotiation

In this module you will learn everything to create a powerful supplier negotiation strategy.

You will form this strategy by learning how to get in your counterpart's mind and how to compare suppliers. Templates will help you with clear goalsetting. You will learn how BATNA, negotiation styles, and carrots and sticks will help you to achieve these goals.

We will teach you step by step to take a comfortable seat at the negotiation table.

## Content

1. Course Introduction
2. Module 1 Introduction
3. How to form a negotiation strategy
4. How to get in your counterpart's mind
5. Power balance, how to compare suppliers
6. Negotiation styles
7. Negotiation Strategy goalsetting
8. BATNA
9. Carrots and sticks
10. Negotiation team
11. Conclusion

## MODULE 2

### What you can expect

# 2. Negotiation Skills: How to achieve the best deal results

The second module is about the actual negotiation: get better deal results by implementing our actionable negotiation strategy.

Endless negotiation tactics and psychological tricks will help you to gain the upper hand in your negotiations. Our proven templates will help you close better deals.

To become successful and master the art of negotiation, there are some key areas that we will teach you to unlock your full negotiation power. In short, by the end of this module, you will know how to achieve deal results you have been dreaming of. Let's get started!

### Content

1. Module 2 Introduction
2. Negotiation skills
3. Negotiation opening
4. Reservation price & ZOPA
5. Negotiation psychology
6. Questioning and listening skills
7. Negotiation tactics
8. Non negotiable
9. Walk away point
10. How to keep track of proposals
11. Negotiation mistakes
12. Module 2 Wrap-Up

## MODULE 3

### What you can expect

# 3. Advanced negotiations with ChatGPT

In this exciting new module, you will learn how to use the latest cutting-edge technology to take your negotiation skills to the next level. With ChatGPT, you will be able to practice your negotiation skills in a safe and risk-free environment, where you can hone your strategies and tactics before putting them to the test in the real world.

You will discover everything about leveraging ChatGPT to prepare for negotiations, creating the most effective negotiation strategies and tactics. We will also teach you how to use artificial intelligence to prepare for unexpected scenarios with role-playing exercises.

Whether you are a seasoned procurement professional or just starting out, this module will take your negotiation game to the next level. Do not miss out on this incredible opportunity to leverage the power of artificial intelligence.

### Content

1. Module 3 Introduction
2. Starting with ChatGPT in negotiations
3. Preparing negotiations with ChatGPT
4. Negotiation strategies with ChatGPT
5. Questioning and listening skills with ChatGPT
6. Countering proposals with ChatGPT
7. Expected arguments suppliers with ChatGPT
8. Negotiation tactics with ChatGPT
9. ChatGPT roleplaying
10. Module 3 Wrap-Up

# Learn in demand skills

Take your career to the next level



## Real-world projects

Develop practical skills through learning from real-world examples and studying dozens of inspiring case studies.



## Self-paced online learning

Learn anywhere, anytime, and at your own pace with our fully online training program.



## Personal coach & practitioner community

Contact your personal coach if you need any assistance or input, and collaborate with procurement professionals from around the world.



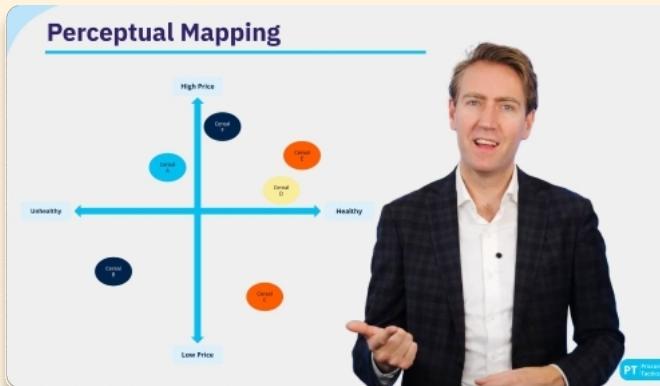
# Our Learning Methodology

Enabling learners to be outstanding

## 4. APPLY

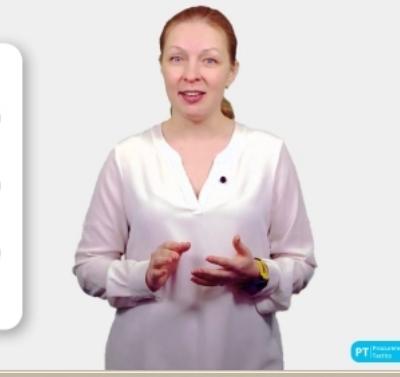
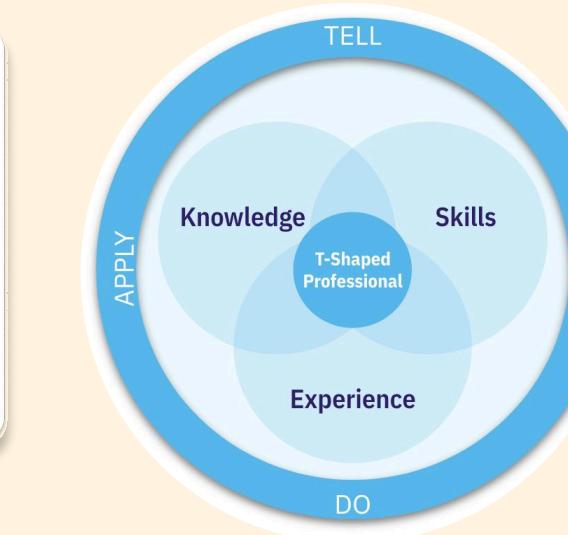
Learners are given guides and templates so they can walk into their work the next day and apply what they've learned.

Record of proposals template				
	Price	Delivery	Quality	Team
Price	14.90	12.20	14.60	13.00
Volume discount	1.5%	2.0%	1.75%	2.0%
Marketing Effort	80.000	150.000		100.000
Payment terms	30	60	60	
Distribution	500	400	Medium	500
Volumes / pa	1.000.000	1.000.000	1.300.000	1.500.000
Promotions	6	8	10	10



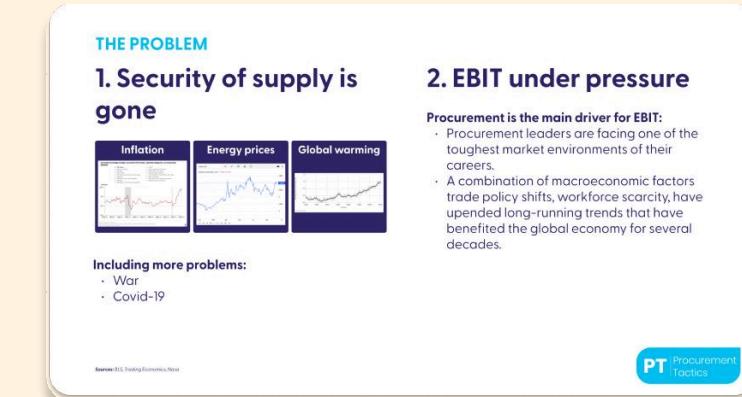
## 1. TELL

Learners understand facts, concepts, processes, and learn best practices.



## 2. SHOW

Learners see examples to bring the concepts to life.



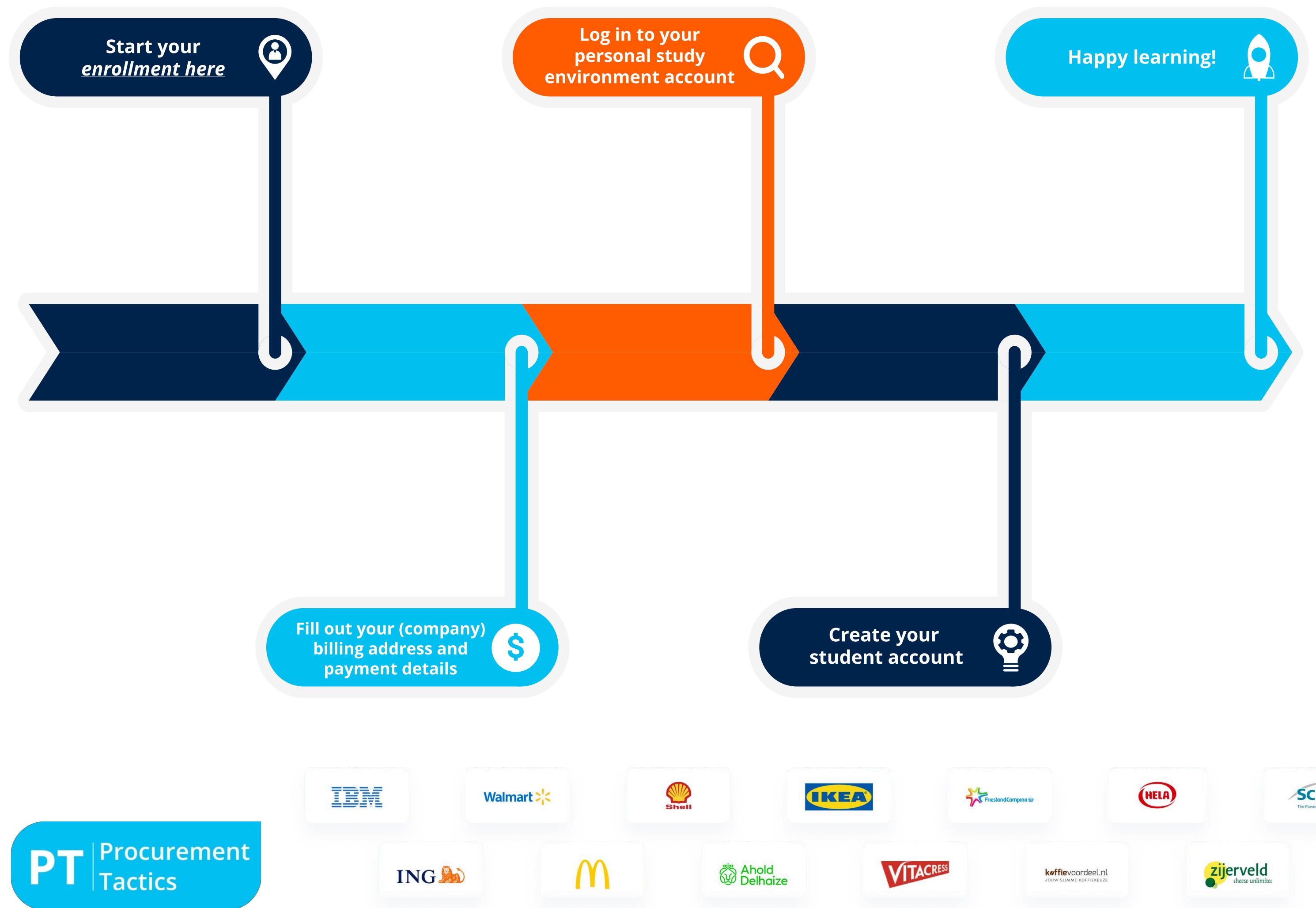
## 3. DO

Learners practice skills and concepts through hands-on activities and case studies.



# How to enroll

Enroll today



**Customers give us an average rating of 9.7 out of 10.**

"Procurement Tactics helped my team members prepare their negotiation strategies and tactics to achieve better results. It also inspired them to leverage their skills in AI. After these trainings, my team showed more confidence and achieved better results! I highly recommend the Procurement Tactics courses to any procurement professional who wants to improve their skills!"



**Jason de Gan, Supply Chain & Sourcing Leader at NRG**