



Negotiation Snippets

Ask for Assistance

Procurement Zen

Sharing valuable Insights in procurement
and negotiation

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| WHAT IT IS

- Asking the supplier for help and / or assistance on a topic
- Brings the both of you closer together → partnering



I HOW TO DO IT

You want to establish a situation, where both of you have the feeling of partnership



I CLASSIFICATION



- Create appreciation
- Psychological effect of a “common target”
- Sitting in “one boat”



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