



Negotiation Snippets

The Authority Technique

Procurement Zen

Sharing valuable Insights in procurement
and negotiation

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| WHAT IT IS

- Appealing to a higher authority
- Something the supplier cannot control



I HOT TO DO IT

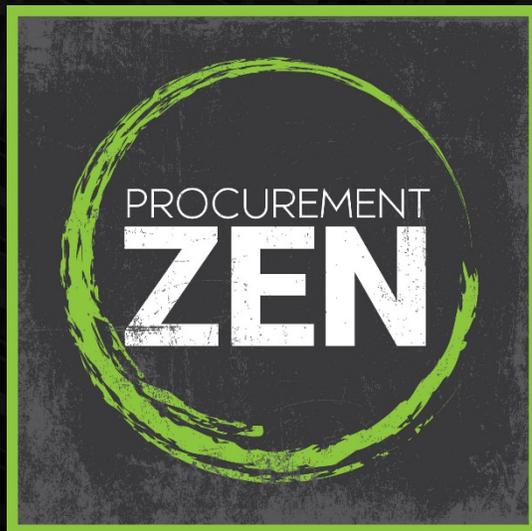
You want to create a distance and have an asset only you can control



I CLASSIFICATION



- Can help better offers, because suppliers want to be presented best
- Another level for the supplier, which may be “too hard” for them to conquer



✉ CONTACT : phil@procurementzen.com

f FB : fb.com/procurementzen

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