



Negotiation Snippets

Get the ducks in a row

Procurement Zen

Sharing valuable Insights in procurement
and negotiation

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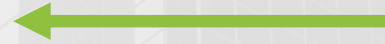
| WHAT IT IS

- Getting your facts structured
- Having a list of things you can “use” at hand

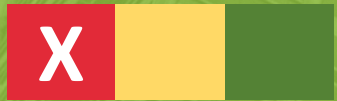


I HOT TO DO IT

Have a clear understanding of all facts, that will not be changed from your point of view



I CLASSIFICATION



- Ability to counter wrong statements right away → no wasted time
- Concentrated on the real important topics and stay focused on core topics



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