

# Strategic Procurement, Negotiation Skills and Procurement Cost Reduction Techniques

*Minimize costs by maximizing procurement efforts*

**19 & 20 May 2025**  
9.00am - 5.00pm | GMT+8



**Concorde Hotel**  
Kuala Lumpur, Malaysia

## WHY YOU SHOULD ATTEND

This virtual training will help participants to be able to learn the changing roles and responsibilities of procurement. It will also allow participants to obtain up-to-date negotiation techniques and effective guides to preparing a negotiation. This course lists out the seven critical mistakes in negotiation that participants should avoid.

By end of this course, participants will be able to master the cost reduction process and techniques in procurement while increasing knowledges on ABC cost reduction analysis, procurement cost reduction analysis, direct materials cost reduction techniques and indirect materials (MRO) cost reduction techniques. They will also be able to improve the procurement function and contribute to their organization's efficiency, productivity and profitability.

Organised by:



WEeventz Pte Ltd (Singapore)  
WEeventz Malaysia Sdn Bhd (Malaysia)

## AUDIENCES

This training will benefit all procurement professionals from the trading, manufacturing and service industries who are interested in reviewing and updating cost-effective procurement techniques including: -

- Procurement managers and executives
- Purchasing manager and executives
- Materials controller, managers and executives
- Inventory controllers, managers and executives
- Administrative managers and executives
- Account managers and executives
- Entrepreneurs
- All persons involved in company procurement functions



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