

### TRENDING TOPICS



#### From Negotiator to Influencer: Be the Preferred Customer

It's a seller's market, which means traditional negotiation tactics don't hold up any longer. Inflation is pushing prices up and sellers are passing this on. Banging a fist on the table and demanding a cost reduction will get you nowhere.

[Read more ...](#)



#### Commercially-Savvy Reasons Behind Supply Chain Diversity

What's the ROI of your supply chain diversity programs? If you're struggling to come up with a number for this, you're not alone. We need to identify the anti-altruistic motivations behind working with small to medium enterprises.

[Read more ...](#)



#### Spend Analysis for Data-Driven Decisions

A lack of information used to be the issue for procurement departments. Now that we're drowning in it, the problem has shifted; how do we organise all this data into some kind of coherent story?

[Read more ...](#)

### SPECIAL OFFER



February  
16th & 17th

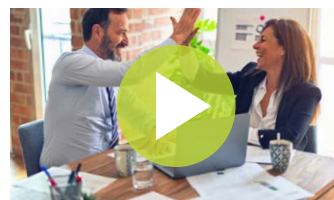
Negotiation Course

Negotiate your way to socially responsible and resilient supply chains

[Download Outline >](#)

### WATCH AND LEARN

Below are this month's featured courses from our Academy of Procurement.



**Negotiation Styles**



**What is supplier development?**



**Sourcing processes: market analysis**

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