

TRENDING TOPICS



Which Soft Skills Are Pivotal To Procurement in 2022?

Digitisation has been the buzzword within the procurement industry for the last decade. As such, the focus on soft skills has weakened – until now. So, why the renewed interest in soft skills?

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5 Reasons to Use Reverse Auctions in 2022

The “best deal” isn’t necessarily the lowest price, but the one that allows both parties to achieve their objectives. Contrary to what some believe, reverse auctions aren’t simply a tool that buyers can use to bully vendors.

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Top Negotiation Tips for Procurement in 2022

It’s one of the oldest art forms in the world, but that doesn’t mean negotiation doesn’t need an update every now and again. A pandemic, supply chain issues and high inflation have combined to transform the negotiation landscape in 2022.

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SPECIAL OFFER

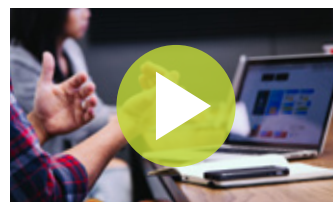
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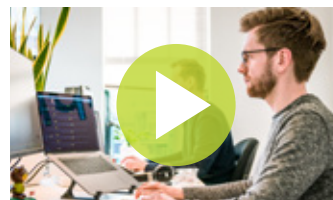
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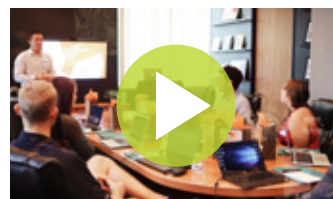
Below are this month’s featured courses from our Academy of Procurement.



Negotiation:
5 Different Styles



Negotiation:
Zone of Potential Agreement



Negotiation:
Handling Difficult Questions

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