



STRATEGIC PROCUREMENT AND NEGOTIATION MANAGEMENT

1 March 11-12, 2026 (Wednesday-Thursday)

8.45am – 5.00pm FMM Institute, Perak



Procurement is a process. Procurer should be exposed to the necessary specific steps taken at each stage to ensure the maximum benefit for their organization. This course will focus on the important challenge faced by those responsible for making purchases that is establishing and maintaining their reputation as a strong and experienced buyer. Buyers will also discover skillful ways to make suppliers appreciate their business and reduce the burden of administrative paperwork. This course will also help participants learn masterful negotiating and purchasing techniques used by the most sophisticated and effective buyers in the business. Finally, as a buyer you will sound like a professional no matter what you are buying.

COURSE CONTENTS

Module 1 – The Role of Procurement & Purchasing

- Definition of Purchasing versus Procurement
- Role of Purchasing versus Procurement
- Job Function of Purchasing and Procurement
- Cycle of Procurement
- Key Fundamental to Effective and Efficient Procurement

Module 2 – Strategic and Tactical Objective and Goal of Procurement

- Definition of Strategic and Tactical
- The Ps, Qs and Rs of Procurement
- Key Objectives of Procurement and Purchasing
- Strategic Role in Procurement
- Tactical Role in Procurement
- Strategic Sourcing Strategy and the different level of sourcing
- Competitiveness Model for strategic procurement system
- Value Chain creation in procurement
- Supplier Quality Management
- Supplier Relationship Management
- Supplier Performance Management
- Supplier Management Process Cycle
- Cause and Effect Technique (5 Why and 1 How) for problem evaluation
- Strategic Cost Evaluation with Should Costing

- Strategic Cost Analysis for best pricing
- Price Analysis versus Cost Analysis
- Supplier Segmentation Management

Module 3 – Cost Reduction and Cost Avoidance

- Cost Reduction versus Cost Avoidance
- Area of Cost Reduction and Cost Avoidance
- Key Factors to consider in Cost Reduction
- Opportunity cost in cost reduction activities
- ERRANT cost reduction and avoidance strategy

Module 4 – Managing Smart Negotiation

- Integrative Negotiation
- Distributive Negotiation
- Contract Negotiation
- Stages of Negotiation
- SWOT analysis
- Competitiveness model
- Deciding red lines in negotiation
- Knowing your opponent traits
- The Soft Negotiator
- The Principled Negotiator
- The Hard Negotiator
- Traits of a good negotiator
- Bad Negotiator habits

- Mistakes made in Negotiation
- Body language in negotiation
- Clear planning of objectives and goals
- Understand when to walk away
- Managing Reject and counter offer
- Dealing with difficult negotiators
- WATNA strategies
- BATNA strategies

Module 5 – Preventing Procurement disruption - Third Party Risk Management

- Definition of 3rd party risk management
- Cycle of 3rd party risk management
- Securing supplies with 10 C selection and evaluation
- Conducting audit and key areas of audits
- Suppliers managing strategies

Module 6 - Strategic and Operational Risk Management in Procurement Management

- Definition of Strategic and Operational Risk Management
- Strategic Risk Assessment
- Operational Risk Management
- Conducting Competitiveness Analysis
- Fraud Management
- Preemptive technique to avoid disruption.

OBJECTIVES

- Improve negotiating skills to get the price, quality and service you want.
- Learn the key factors in an effective purchasing system.
- Learn criteria for finding suppliers who will best serve your needs.
- Identify ways to turn a supplier problem into a financial advantage for company.

LEARNING OUTCOMES

- Understand strategic roles of the purchasing department
- Skills to Perform an accurate supplier evaluation
- Ability to execute negotiation process effectively
- Knowledge to select and set effective Key Performance Indicators

WHO SHOULD ATTEND

This training program is highly recommended for employees involve in the managing of the supply chain function in the company, for example, personnel from procurement, warehouse, logistics and planning department and finance.

TRAINING METHODOLOGY

Interactive Lectures, Practical Case Studies, Class Participation and Exercises

TRAINER

MR SHRI SHANMUGANATHAN A/L P. PANCHNATHAN, who is a HRDF accredited corporate trainer, commenced his career in Corporate organization to non-Government organization and has since developed over 20 training programmes for the local needs. He has trained a number of prominent companies such as Boustead Heavy Industry, Sarawak Energy, Lafarge, FELCRA, Petronas and much more. He has an undergraduate degree from the Chartered Institute of Logistics Transport, U.K (CILT-UK), and a Masters Degree from International University and is currently pursuing his DBA. Prior to becoming a full-time trainer in 2004, he served as various positions in corporate companies, government subsidies link and International nonprofit organization. He started his carrier from a buyer with the corporate industry when thru the ladder of progress where his last position was a consultant with a trading house.

MR SHRI SHAN has over 20 years of Procurement and Purchasing, Logistics, Warehouse and Inventory, and Supply Chain Management experience, involving domestic and international activities, for a broad range of manufacturing and service businesses. He has extensive experience in training in the area of Purchasing and Supply Management, Logistics Operations, Warehouse Operations, the management of procurement functions, Supply Chain Management, global sourcing of materials and components, reducing cost of purchased materials and services, and negotiation of complex transactions and contracts. He has given presentations on numerous Supply Chain Management topics and other related topics to the International Federation Purchasing and Supply Management (IFPSM), major universities, and numerous in-house seminars for industrial & services clients in the Malaysia. He was selected to present seminars at the AFRO-ASIAN' Entrepreneurs' Program International Conferences and Asian World Summit's Supply Chain & Logistics Excellence and Shan was selected as IFPSM's Senior Consultant.

COURSE DETAILS

Date **March 11-12, 2026 (Wednesday-Thursday)**
Time **8.45am - 5.00pm**
Venue **FMM Institute Perak**
No 1, Lorong Raja DiHilir, 30350 Ipoh, Perak
Medium of Instruction **English**
CPD **14 hours**
Fees **Members RM1,134.00/pax**
Non-Members RM1,296.00/pax
(Fees inclusive of Service Tax at 8%, Course Materials, Refreshment, Lunch and Certificate of Attendance)

ADMINISTRATIVE DETAILS

HRD CORP CLAIMABLE COURSE DETAILS

- Training Provider: **FMM Institute Perak** ■ MyCoID : **475427W_PERAK**
- HRD Corp Programme No: **Provided upon confirmation**

DISCLAIMER

The FMM Institute reserves the right to change the facilitator, date and to vary / cancel the course should unavoidable circumstances arise. All efforts will be taken to inform participants of the changes.

REGISTRATION

- Upon **Faxing/Mailing** the completed **Registration Form** to FMM Institute, you are **deemed** to have read and **accepted** the terms and conditions. The **course** would also be **deemed** as **confirmed** unless informed otherwise.
- Will be based on First-Come-First served basis.

PAYMENT

- Cheques** made in favour of "**FMM Institute**" should be forwarded to FMM Institute Perak.
- For **HRD Corp Claimable Course**, an **Attendance of 100% is a must**, in any case, **employers will be billed in full**.
- FMM Institute SST Registration No. **W10-1901-32000105**
- FMM Institute TIN No. **C10626805080**

CANCELLATION

Must be in Writing with Reasons ■ 7 days before the course – No payment charged ■ 3 – 6 days before the course - 50% payment charged ■ < 3 days before the course – Full payment charged ■ Participants who did not turn-up will be charged full payment ■ Replacements can be accepted at no additional cost

~ Registration Form ~

STRATEGIC PROCUREMENT AND NEGOTIATION MANAGEMENT

FMM Institute
No 1, Lorong Raja DiHilir, 30350 Ipoh, Perak

Fax: 05-5488221

Closing Date:
MARCH 4, 2026

Dear Sir / Madam, please register the following participant(s) for the above programme.

1.	Name		Designation	
	NRIC		HP No	
2.	Name		Email	
	NRIC		Designation	
3.	Name		HP No	
	NRIC		Email	

(Please attach a separate list if space is insufficient)

We hereby confirmed that (Please tick (✓) in appropriate box):-

- ☐ We **will be claiming from HRD Corp** and full payment would made to FMM Institute in the event that no disbursement from HRD Corp under any circumstances
- ☐ We will **NOT BE CLAIMING from HRD Corp**. Enclosed cheque/bank draft No _____ for RM _____ being payment for _____ participant(s) made in favour of the "**FMM Institute**".

Submitted by:

Name:	Designation:		
Company:	Tel:	Fax:	
Address:			
Email:	FMM Membership No		

Enquiries – please contact **Ms Vaani / Pn Eda / Ms Harvindar** ☎ (05) 548 8660 📠 (05) 548 8221 ✉ fmm_institute_perak@fmm.org.my