



ADVANCED
PURCHASING
DYNAMICS

Improving Strategic Negotiations- A training course to optimize your purchasing performance

Hosted by Advanced Purchasing Dynamics, Inc.
April 21st and 22nd, 2010
Livonia, Michigan

Your goal is to excel despite fewer resources. The solution is ADP's Strategic Negotiations course.

Tailored for purchasing professionals who embrace the “do more with less” doctrine, Advanced Purchasing Dynamics (APD) has designed a skill development course to rapidly upgrade your negotiations knowledge. Real world experts train purchasing professionals in the hands-on how-to of achieving best state conditions.

Because APD focuses solely on providing guidance to buyers and sellers of manufactured goods and services, the skills learned during the two-day seminar deliver the precise knowledge you need with pinpoint accuracy. Our training materials, examples and cases are all based upon the types of negotiations typically encountered in a manufacturing setting.

The *Improving Strategic Negotiations* course provides key insights into the crucial elements for maximizing negotiation results: Preparation, Power and Aspiration. We train with workshop methodologies using tools that can be immediately incorporated in day-to-day work.

Participants in APD's course will:

- Understand differences between Competitive and Collaborative Negotiations and how to choose the best approach for each situation.
- Appreciate the impact the three elements of Preparation, Power and Aspiration have on negotiations.
- Learn techniques for raising personal Preparation, Power and Aspiration and lowering your opponents'.
- Be equipped with take-away tools to implement the knowledge gained.

The training course is scheduled for April 21st and 22nd in Livonia Michigan. Total per person fees are \$850, including lunch. The course will be trained in a hands-on workshop format, and attendance will be limited. To reserve a spot in this or a future session, please contact Advanced Purchasing Dynamics, Inc. at 734-927-0836 or email adixon@apurchasingd.com.

Optimize your performance. Maximize your negotiations. Succeed in today's environment. Accomplish all three by joining us for APD's skill development course.