
Overview

What this standard is about

This standard is about negotiating for supplies. It deals with exploring requirements and conducting negotiations. It involves ensuring supplies meet requirements and providing information and results which comply with requirements.

Who this standard is for

This standard is for supply chain practitioners. This could, for example be in purchasing, freight logistics operations or transport management roles.

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Performance criteria

- You must be able to:*
- P1 obtain the information required to complete negotiations
 - P2 explore what is required by all parties to the negotiation
 - P3 establish the parameters for negotiating the terms and conditions for the **supplies**
 - P4 conduct negotiations to achieve the objectives of the organisation
 - P5 adapt negotiation strategies to cope with new circumstances or issues
 - P6 ensure the **supplies** meet the **supply chain** requirements of the organisation
 - P7 provide information on the results of the negotiation
 - P8 ensure the results of the negotiation comply with all relevant requirements

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Knowledge and understanding

You need to know and understand:

- K1 contract law and drafting methods and procedures
- K2 financial analysis methods and procedures
- K3 information sources on **supply chain** processes
- K4 legal and regulatory requirements
- K5 negotiation strategies, methods, and procedures
- K6 organisational objectives and activities
- K7 procurement theories, models, and practices
- K8 supplier evaluation methods and procedures
- K9 **supply chain** management theories, models, and practices

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Additional Information

Glossary

1. **Supplies:** Any combination of goods or services that are procured, delivered or stored in the supply chain
2. **Supply chain:** Procurement, purchasing and supply, logistics, transport, and operations management, within and between international boundaries

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