Better supplier conversations

Prepare clearly. Ask useful questions. Trade conditionally. Close with a next step.

Who it is for

Procurement professionals, operational managers and leaders who influence supplier decisions. The session can be tailored to purchasing teams or a mixed business audience.

What participants practice

A repeatable approach to a supplier conversation: identify priorities and alternatives, test assumptions, ask about the interests behind a position, and explore conditional packages within their authority.

- Write a preparation brief for a decision or conversation.
- Separate confirmed facts from assumptions about the other party.
- Develop two conditional packages instead of one isolated concession.
- Record unresolved issues, approvals, owners and next steps.

How the session works

Short instruction, individual preparation, a shared fictional case and two practice rounds. Participants work in pairs or trios; observing is a full participation option. Takeaways include a preparation brief, package planner and closing record.

A practical, confidential-data-free exercise

Lakeview Components / Northline Parts puts reliability, cost, forecasts and delivery predictability into one conversation. Participants can practice without sharing actual employer or supplier information. Agreement is optional; a clear next step is a useful result.

Discuss a workshop

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Before booking, confirm audience and headcount, in-person or virtual delivery, component-case or service-renewal tailoring, accessibility needs, date and fee. No business-savings guarantee, certification or accreditation is offered by this proposal.