



A Primer on Negotiating Corporate Purchase Contracts

Patrick Penfield

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In today's world everyone is looking for cost reduction opportunities. The main opportunity to reduce costs is through negotiations with suppliers. Many companies struggle with the "methodology" in order to prepare for a negotiation. This book was written to help buyers develop a road map to negotiation success. Planning for a negotiation is an important skill set that can impact the bottom line and help your company save money. The process within this book has saved companies millions of dollars!

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