

FLEETWHIZ™

DECISIONMAKING TOOLS

**Apply Negotiations to
Reduce by 10% to 30%
Fleet–Shop–Parts–Fuel
Costs, Risks and Liabilities**

FleetTextBooks.org Library™
Management Textbook MDC 26

NEGOTIATIONS – TO THE READER

SUGGESTIONS ON HOW TO USE THIS TEXTBOOK AS AN IMMEDIATE TRAINING SOURCE AND LONG-TERM REFERENCE SOURCE

Introduction: The objective of this textbook is to assist fleet–shop–parts–fuel managers apply negotiation strategies and tactics to build the optimum supplier team which is prerequisite to minimizing costs, risks and liabilities. The easiest cost, risk and liability reductions occur at negotiation tables with suppliers. The greater the number of low-cost with high-quality suppliers an organization has on its team, the greater the probability that organization will become a low-cost with high-quality competitor in its core business products and services. Compare the department's current negotiation practices to the world-class practices discussed in this textbook. Implement required changes and earn \$100,000 annually with 90% decisionmaking control and achieve Vice President and Director status.

Remarks:

1. The following illustration lists the eight (8) subsections included in this textbook.

Illustration – Introduction to Negotiation Strategies and Tactics

1. Introduction to World-Class Negotiations
 2. Negotiation Processes
 3. 12 Negotiation Power Documents
 4. Power Document 11 – Apply Bid Formats.
Power Document 12 – Apply Bid Summaries.
 5. Fortune 500 Companies Have Reached the 4th Level of Negotiation Zen.
 6. World Mining Equipment Conference Attendee Negotiations Case Study
 7. Appendix – Over 40 Learning Opportunities Create Well-Defined Career Training Ladders Which Can Be Applied to Recruit–Retain–Develop Employees.
 8. Master's Degree Certifications Open-Book Test Questions
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