

## VENDOR WHISPERER

<b>Start Date:</b>	17/08/2026	<b>End Date:</b>	21/08/2026
<b>Categories:</b>	Procurement & Commercial	<b>Venues:</b>	London
<b>Formats:</b>	In Person	<b>Instructors:</b>	

### OVERVIEW

This unconventional course helps professionals master the art of managing vendors through influence, empathy, and negotiation. Designed for procurement, project, and operations professionals, it blends communication, relationship psychology, and contract alignment to drive supplier performance.

### OBJECTIVES

By the end of this course, participants will be able to:

- Influence vendors without micromanaging or escalating.
- Build vendor rapport and decode behavioral signals.
- Drive results through accountability and relationship trust.
- Address conflicts constructively and maintain service levels.
- Align commercial terms with vendor expectations and execution.

### COURSE OUTLINE

1- The Psychology of Vendor Relationships  
2- Communication, Influence, and Trust Building  
3- Performance Management without Escalation  
4- Conflict Handling and SLA Reinforcement  
5- Vendor Strategy, Alignment, and Loyalty

### TARGET AUDIENCE

All Supervisory Levels, Procurement officers, contract managers, project leads, and operations staff managing third-party vendors and suppliers.

### METHODOLOGY

Role-playing, conflict simulations, stakeholder mapping, and vendor performance playbooks.

### CONCLUSION

Participants will transform the way they manage vendors—less friction, more influence, and stronger commercial outcomes.

## DAILY AGENDA

### **Day 1: The Role of the Vendor Whisperer**

Redefine vendor management as a leadership function with influence and trust at the core.

### **Day 2: Reading and Managing Vendor Behavior**

Decode vendor signals, reactions, and service patterns.

### **Day 3: Driving Accountability and Results**

Set expectations, KPIs, and agreements that don't require escalation.

### **Day 4: Navigating Conflict and Pressure**

Use empathy and negotiation to resolve issues without damage.

### **Day 5: Vendor Partnership Strategy**

Build a loyalty-driven vendor framework aligned with business outcomes.

*Page 2 of 3*

*For more information, please contact us:*

*Email: [info@gatewayconsulting.com](mailto:info@gatewayconsulting.com) | Phone: +96522968641*

*<https://gatewayconsulting.com>*