



Brian Farrington Limited
Procurement and Business Solutions People
December 2004 Newsletter

Enhancing profit and performance through effective negotiations

Brian Farrington Limited (BFL) has a long established reputation for providing training and development solutions to enhance profit and performance notably through the enhancement of Negotiation Skills. This reputation has been built on developing tailored solutions to BFL client's specific needs, as well as accommodating more formal courses of study leading to the award of professional procurement and related qualifications.

BFL deliver an integrated four course programme (Introduction to Negotiation Skills, Enhancing Negotiation Skills, Negotiation Skills Masterclass and a Negotiation Skills Action Plan Workshop) to develop Negotiation Skills. This programme, which also works as stand alone courses, presents the opportunity to meet training needs and assess the added value of the training intervention.

Active contact with the academic community is maintained to ensure BFL keep abreast of developments in that field. A number of BFL tutors are published authors addressing key issues in negotiation, in both book form and leading academic journals. This effort is supported by a continuing research activity, on a global basis,

where BFL tutors monitor professional development.

All BFL tutors are practitioners and have held senior posts in their field, prior to joining our business. They have extensive procurement experience, for example, undertaking the role of Lead Negotiator on major high value high risk contracts.

A deeply held view at BFL, is that training and development activities should offer value for money. The course participants should have personal development plans and be motivated by the learning opportunities presented to them. It is also important that the organisation derives benefits. This can be through a highly motivated team and also through the delivery of financial, contractual, vendor relationships, and related benefits.

The methodology and contents of BFL courses have been fully informed by experience of training provision in the UK, internationally and in the private and public sector, since 1978. An example of the high standards is illustrated by the BFL 'Introduction to Negotiation Skills' course methodology being used as part of the UMIST Manchester University Engineering Doctorate programme. The BFL course and content, tailored to their

requirements, has been successfully delivered and evaluated under UMIST Quality and Standards.

BFL are accredited to BS EN ISO 9001:2000 and use those quality procedures to operate all training undertaken for clients.

In all the training work BFL seek to identify for clients the benefits that will accrue. These include:

- the enhancement of existing skills.
- financial benefits through negotiation of lower costs.
- improved negotiation of contractual aspects.
- projection of professional negotiation to suppliers.
- enhanced support for in-house clients.
- greater motivation for further personal development.
- greater contribution to organisational performance.

Why not make 2005 your year to improve negotiation skills?

Take a positive step by contacting Stephen Ashcroft, BFL Head of Client Learning and Development, on 01744 20698 for an information pack detailing the content and benefits of the BFL integrated negotiation skills programme.

s.ashcroft@brianfarrington.com



Brian Farrington Limited
Procurement and Business Solutions People
May 2004 Newsletter

Finally, Merry Christmas!