



Continuing Education Hours Documentation Form

To: FANLI KONG , Zhenglei, MI MI, Li Yan, Huangminnan, Changlei.Wang, Wen Juan Huang, Ma Zhuoyuan, Liu zhongli, xiaofei yan, cuixiajiao, Yan YANG, Shi Caiyu, Yang Zhong, ShanShan Xue, Yinghui Niu, Cheng Huang, Weiyi Lu, Hong Xie, Xiao Feng, Junying Zhang, WEIQI LIAO, Dong Yan, Wenbin Feng, Zhihong Chen, Wei GONG, hongyuanqun, Liang Cao, Guang Zeng, WEI JIN, Lin Peng, CHENWEN, Libo Liu, Baoyi Tan, Cheng Ting, WANG LIYU, JIANWEN XU, WANG QIANYUN, Jie Cao, Liu zhen, Zhu Bingwei, Jinnian Tang, Dan Wu, Yingying Liu , xu liyong, Wei Fang, SHANGYU ZHANG, Li Lin, Jingyi ZHOU, Qian Jiang, QingCai, Suqin Dong, YaFeiZhu, JINWEI, Guojun Wang, MEIHUI WANG, Ding Hong Yan, Yani Kang, XiuNong Lin, HE AI, Hua Qi, Lixin Xian, Lu tingjue, HAINA ZHANG, jidong lu, Junhui Zhou, mingxiang mu, JUN SHENG, liuying, Yifan WANG, Ganxian Lian, JIE XIONG, GUO YAN

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Event Description:

The poster hyperlink: https://mp.weixin.qq.com/s/dA5_hpceENzZUQ5TfdTDpg

Event Name: Purchasing Negotiation and Skills in Action

Venue: online ; **Event No.** 24470 ; **Date & Time:** July 24, 2024; 20:00-21:30

Event Hours: 1.5 h ; **Professional Development Points:** 1.5

Event Content

- Purchasing Negotiation Basics and Overview;
- How to Obtain and Understand Information;
- Negotiation Goals and Strategies;
- Negotiation;
- Follow-up Work.



Instructor Introduction

DaWei Xiao

- Expert in Engineering and Project Procurement and Contract Management, Creator of Digital Management Software for Engineering and Project Procurement and Contract Management.
- Former Head of Procurement and Contract Management Department of a European Multinational Corporation, Overall Head of Engineering Procurement for a Listed Company.
- In his many years of project procurement and contract management work, Mr. Xiao has assisted many times in establishing and improving project procurement policies and procedures.
- Senior Purchasing Professional from the International Trade Center (ITC) under the World Trade Organization and the China Federation of Logistics and Purchasing.

Employer/Presenter's signature: _____

Martin Yu

