



## Procurement

- 9:30 – 9:50 Presentation of Danone + meet the team (full group)
- 9:50 – 10:05 Intro to the Job of Procurement (full group)
- 10:05 – 10:15 Negotiation: why is that a crucial skill? (full group)
- 10:15 – 10:20 Break
- 10:20 – 11:15 Negotiation game (full group)
- 11:15 – 12:00 Lunch Break
- 12:00 – 12:30 Negotiation game discussions and learning (6 groups of 4 or 5)
- 12:30 – 13:15 Quiz + Q&A session (full group)