

# Negotiation For Purchasing Professionals By Jonathan O'Brien

**By Jonathan O'Brien**

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Negotiation for Purchasing Professionals

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Jonathan O'Brien is a Director and co-owner of the international purchasing consultancy and training  
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<http://www.amazon.com/Negotiation-Purchasing-Professionals-Jonathan-OBrien-ebook/dp/B00E1BTB9A>

About the Author. Jonathan O'Brien is the CEO of Positive Purchasing Ltd, the international purchasing  
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In this video, Jonathan O'Brien demonstrates how he can help you deliver effective negotiations through  
his award winning book.

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Description. Jonathan O'Brien, author of CIPS Recommended Reading title 'Category management in purchasing' provides a step-by-step approach to delivering winning <http://www.cips.org/en/book-shop/Books/Books1/Negotiation-for-purchasing-professionals/>

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Mar 19, 2014 Jonathan O'Brien describes some of the contents of his new book, Negotiation for Purchasing Professionals and completes the Kogan Page 30 Second Challenge <http://www.youtube.com/watch?v=1izABnFGua4>

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Jonathan O'Brien is the CEO of Positive Purchasing Ltd, the international purchasing consultancy and training provider. With over 20 years' experience working in

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Supplier Relationship Management Jonathan O'Brien He is also the author of Category Management in Purchasing and Negotiation for Purchasing Professionals

<http://www.koganpageusa.com/product/Supplier-Relationship-Management,2465.aspx?tab=books>

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