

# Negotiation For Purchasing Professionals By Jonathan O'Brien

**By Jonathan O'Brien**

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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

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

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Jonathan O'Brien is a Director and co-owner of the international purchasing consultancy and training provider; Positive Purchasing Ltd (www.positivepurchasing.com).

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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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Mar 19, 2014 We interview Jonathan O'Brien, Co-CEO of Positive Purchasing about his new book Negotiation for Purchasing Professionals

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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

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