



Knowledge of the ART Academy

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Procurement & Supply Chain Masterclass 2025

Title: AI-Driven Negotiation for Procurement
and Supply Chain Professionals
(Redefining Analysis & Relationships with AI)

OCEAN CREEK'S RESORTS, BALACLAVA
21 MAY 2025

"An AI (Artificial Intelligence) Event"

for Procurement and Supply Chain Professionals in Mauritius



Taking you places you haven't been to ...

Negotiation - Redefined & Reimagined

This isn't just another procurement seminar – it's a transformative experience tailored for professionals ready to rise above traditional tactics. In 2025, negotiation success demands more than just soft skills and best practices. It requires precision, strategy, and intelligent tools.



Development of personalised AI Negotiation Assistant



Negotiation DNA Mapping and NQ



Silent Leverage Tactics & Micro-Tension Management



Concession Pathways & Reverse Anchoring



AI-curated Procurement Data Analytics

AI-Assisted Procurement & Supply

Held in a luxurious beachside setting in Mauritius, this exclusive Masterclass merges elite human negotiation techniques with the tactical power of artificial intelligence. Designed to challenge even the most seasoned professionals, it integrates cutting-edge frameworks, live situational roleplays, AI-powered simulations, and next-level strategic thinking.



Supply Chain Risk Indicator - 360° View



Value Density Negotiation



Cost Layer Deconstruction and TCO



Supply Search with AI-powered search engines



Risk-weighted Offer & Supplier Sensitivity Analysis

Welcoming you in a sumptuous decor @ Ocean Creek's Resort, Balaclava on Wed 21st MAY 2025, from 0815 to 1720



**7 Hours of
Discovery**

**Practical and
Results-Oriented**

You will be brought to task, with high level analysis and in-depth applications of financial, operational, risk and relational aspects of a Negotiation.



Experience novel procurement and supply techniques as well as revisited traditional ones, all wrapped with the impact of Artificial Intelligence.



**Fun Delivery
Performance**

**Action-Packed
Seminar, with AI
touch**

No time for excess breathing, with intense mental and emotional work-outs, all in line with our daily challenges of Procurement & Supply.



Join us for "a day outside the office", where we promise that you will "Play Hard & Learn Harder".



REGISTRATION: STARTS AT 0815

Negotiation Re-Imagined: Welcome to Instant Impact ...

**Rethinking Negotiation
0840 - 0940**

Evolution in an AI-driven world, New trade & tariff landscape, Redefine value & leverage, AI-powered stakeholder mapping, power dynamics, Silent tactics.

**The Psychology of Influence
and Control
0940 - 1040**

Leveraging neuroscience, body language and decision science to influence outcomes, Behavioral Bias detection, Data-driven personality and behaviour profiles.

TEA BREAK: 1040 - 1100

Sip and let the negotiator within you come to life ...

**AI-Augmented Negotiation
Strategies
1100 - 1200**

Data-driven planning, Predictive Intelligence, Simulation of outcomes to augment negotiation readiness, Manage emotional triggers, Practice high stakes scenarios, Concession Pathway Architecture (CPA), Micro-tension.

**Power Moves in
Procurement & Supply
1200 - 1300**

Advanced deal structuring, Cross-border leverage for currency management, High-Level Financial Analysis of Quotes, Total Offer Analysis, Value Density Negotiation, Cost Layer Deconstruction.

LUNCH: 1300 - 1400

A buffet of flavours ... a network of ideas ...

**Live Negotiation Lab
1400 - 1500**

Smart Negotiator Toolkit, Rapid Coaching Loops, Tone and intent through Sentiment Analysis (face-to-face, emails and virtual meetings), Total offer positioning adjustments.

**AI-Augmented BATNA Generator
1500 - 1600**

BATNA development and refinement, Capital-exposure index (CEI), Risk-weighted offer valuation (RWOV), Supplier Margin Sensitivity Index (SMSI), Cognitive Fatigue.

COFFEE BREAK: 1600 - 1620

Let the sea view inspire your next moves ...

**Strategic Closure & Retention
1620 - 1720**

Flag risk clause, Closing with strength, Ensuring compliance, Use of AI for relationship and contract tracking, Dashboards for supplier insights & outcomes.



Irshad JACKARIA

BCom, BCom(Hons), DInv, MSc, MCIPS, CFA

Pioneer

Since launching Knowledge of the ART in 2003, Irshad has been an innovator & pioneer in several areas with dedicated courses in traditional as well as emerging fields connected to Procurement, Finance and AI.

- Procurement Concepts and Purchasing in 2004.
- Supply Chain Management & Logistics in 2008.
- Negotiation Techniques & Procedures in 2013.
- Strategic Procurement & Supply Networks in 2016.
- Cost Control and Trade Finance in 2023.
- Procurement and AI Masterclass in 2024.
- AI Proficiency Masterclass in 2024.
- ESG Impact Navigation in 2024.
- Sector-Specific AI Applications in 2025.

Personal Brand

First one in Mauritius to be a LinkedIn Top Voice in Artificial Intelligence, Irshad is a rethinker and is right now, working on the re-definition of the 7 known Soft Skills, for them to be AI-Curated - a plus for Negotiation.

Disruptor

In the last 22 years, Irshad has been the coach & trainer for more than 4,550 participants, coming from more than 500 Mauritian companies, from micro and medium to Top 100, in Finance, Purchasing, Supply Chain, Stores & Warehousing, Green Logistics, Sales & Marketing, Customer Care, ESG as well as Artificial Intelligence, with always a higher-than-average ratings and 5-star feedback.

Business Sherpa

Voted as the "Young Entrepreneur of the Year" in 2005, Irshad represented Mauritius in London at the Shell Livewire Entrepreneur of the World. And, he has, over the years, been a Mentor for Enterprises at the National Woman Entrepreneur Council, a Consultant to MSMEs in business reengineering and an Advisor on turnaround strategies.

Artificial Intelligence

In 2000, during his MSc in eBusiness, Irshad was exposed to the realm of Data Mining. Now in 2025, as a CFA Charterholder, he is crusading in Data Science. He is now an Artificial Intelligence Impact Assessment (AI-IA) Coach, where he develops training on the impact of AI.

CFA Coach

Irshad is currently the only one in Mauritius to accompany participants in the globally acclaimed Chartered Financial Analyst programme, at all the 3 levels through his intense face-to-face masterclasses, focusing on high-level finance. And, he recently became the first in Mauritius to present the CFA ESG Investing certificate.



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Online Registration www.knowledgeoftheart.com

✉ Course Title	AI-Driven Negotiation for Procurement and Supply Chain Professionals
📢 Course Rationale	Decoding stakeholder psychology to leveraging real-time data for negotiation preparation to confidently lead deals in an AI & Tariffed world.
🌐 No. of Contact Hours	7 hours
✉ Target Audience	Senior Officers, Managers, Team Leaders, Executives, Negotiators, Entrepreneurs, Directors and other professionals.
🌐 HRDC Monitoring:Contact	Prateema VENKATASAWMY (Tel: 5751 2858) Chief Seminar Facilitator-Knowledge of the ART
📢 Trainer	Irshad A. A. JACKARIA BCom, BCom(Hons), DInv, MSc, MCIPS, CFA
✉ Fees per participant	Rs. 20,000 MQA-Approved, HRDC-Refundable up to 90%
🌐 Deadlines	Friday 16th MAY 2025 - For Registration Monday 19th MAY 2025 - For Payment
📢 Payment (Cheque or IB)	Knowledge of the ART Limited MAUBank Account: 102000049030
📍 Date, Time & Venue	Wednesday 21st May 2025 - 0815 to 1720 Ocean Creek's Resorts, Balaclava, Mauritius