

Procurement for Project managers

This one-day workshop is designed to explain and examine the role of procurement and provide an overview of the concepts and techniques that can be used to increase the effectiveness of procurement

Program outline

- The Role of Procurement
- The Procurement Process
- Procurement Strategy & planning
- Legal Essentials
- Negotiations - some do's and don'ts

Benefits to the delegates

Delegates will learn how to avoid giving "priceless" information away to potential sellers, to the detriment of their own organisation. Delegates will understand why sellers select customers and also that they can be conditioned into making decisions which are not necessarily in their interest

Benefits to the organisation

This workshop will equip delegates with the skills necessary to positively influence commercial negotiations in their favour.

Duration & level

1 day. Introduction level program

Who should attend

This practical one day workshop is aimed non-procurement practitioners . Designed to illustrate the value that can be achieved through team work and application of the procurement process