

Sourcing Strategies

An interactive workshop designed to develop skills in contract planning and market engagement and to provide delegates with the confidence to apply those skills.

Program outline

- The contracting cycle
- Why contracts fail
- Different types of contract
- Developing a contract strategy
- Selecting the correct market approach
- Planning for negotiations

Benefits to the delegates

By the end of the programme, delegates will be able to:

- Develop effective, value for money contracts
- Understand differing procurement strategies and to select the right approach for the requirement
- Plan for negotiations

Benefit to the organisation

By ensuring consistency in approach organisations can ensure that the process utilised will deliver real value back to the organisation.

Duration & level

1 day. Intermediate level program

Who should attend?

All personnel involved in selecting, and managing supplier contracts and relationship