



Commercial Awareness Workshop

Synopsis

Through this workshop you will develop a deeper understanding of the financial and strategic drivers of your business decisions. Participants will learn how to identify broader business objectives and supply market drivers while considering the life cycle cost and longer term impact of decisions.

Objectives

The objectives of this training workshop are for participants to:

- Discuss how effective commercial decisions can positively contribute to your agency's objectives
- Provide an overview of strategic procurement concepts and techniques
- Discuss how to identify and manage risks and opportunities in commercial arrangements
- Understand the supplier's perspective in commercial negotiations
- Share lessons and techniques corporate procurement professionals use for negotiating effective commercial outcomes with suppliers
- Discover the best sources for information and resources.

