



Collaborative Working for Buyers Course Overview

The challenge for Buyers assessing collaborative propositions is to be able to determine the sustainability and value contained in a tender bid or sales proposition.

Collaborative Working offers considerable potential benefits in terms of cost saving and risk management, however formal Collaborative Working challenges many traditional business practices and attitudes.

The Procurement course has been designed to build on the basic knowledge achieved through the Foundation Course.

Procurement Course Content

The course will include the following:

- BS11000/ISO44001 revision – structure and content of the Standard.
- Collaborative Working in the modern supply chain.
- Collaborative relationships, legal structures and contracts.
- Risk management v cost reduction.
- Knowledge sharing and reporting.
- The Relationship Management Plan.
- Value Creation in practice.

Course Requirements

The delegates will need to have successfully completed the ISO44001 Foundation Course.

Training Outcomes

The learning objectives are for delegates to gain

- A better understanding of the benefits and challenges of collaborative working.
- A clear view of collaborative working in the modern supply chain.
- Confidence to effectively analyse and assess joint bids or collaborative propositions.

Contact

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