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# Training Courses 2010



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[MENU](#) > TRAINING COURSES AVAILABLE 2010

[FORWARD](#) [BACK](#)

- > Procurement Strategy
- > Public Sector Procurement
- > Sourcing and Buying
- > Supply Chain Management
- > Contract Management
- > Relationship Management
- > Specialist Procurement
- > CIPS (Examination syllabus)
- > Sales & Marketing
- > Business Management & Leadership



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## PROCUREMENT STRATEGY > PROCUREMENT

[MENU](#) [FORWARD](#) [BACK](#)

- > Strategic Procurement Masterclass
- > Category Management Tools and Techniques
- > Introduction to Category Management
- > The Strategic Sourcing Process
- > Challenging Delivery Models
- > Developing and Communicating the Procurement Value Proposition
- > Using Framework Agreements
- > Competitive Dialogue
- > Complex ICT Procurement Through Competitive Dialogue
- > Fundamentals of Commissioning Services
- > CRC - The Carbon Reduction Commitment
- > Sustainable Procurement
- > CSR in Procurement
- > Measuring Purchasing Performance
- > Effective Negotiation Skills (Advanced)
- > Insight Into Reverse Auctions
- > Risk Management



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**PROCURENT STRATEGY > SALES AND MARKETING**

[MENU](#) [FORWARD](#) [BACK](#)

- > Consulting Skills
- > Developing an Effective Executive Summary
- > Effective Teamworking and Networking
- > GAMMA - Getting a Magic Message Across
- > Making the Most of Every Contact

**PROCURENT STRATEGY > BUSINESS MANAGEMENT AND LEADERSHIP**

- > Business Continuity Management Implementation
- > Effective Teamworking and Networking
- > Leadership During Change



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## [PUBLIC SECTOR PROCUREMENT](#) > PROCUREMENT

[MENU](#) [FORWARD](#) [BACK](#)

- > Strategic Procurement Masterclass
- > Category Management Tools and Techniques
- > Introduction to Category Management
- > The Strategic Sourcing Process
- > Challenging Delivery Models
- > Commercial Awareness
- > The Intelligent Customer
- > Cost and Price Management
- > Development of the Buyer
- > Developing and Communicating the Procurement Value Proposition
- > Procurement for Non-Procurement Professionals in the Public Sector
- > Stakeholder Value Workshop
- > Understanding and Using EU Procurement Regulations
- > EU Procurement Regulations
- > Using Framework Agreements
- > Competitive Dialogue
- > Complex ICT Procurement Through Competitive Dialogue
- > Fundamentals of Commissioning Services
- > CRC - The Carbon Reduction Commitment
- > Sustainable Procurement
- > CSR in Procurement
- > Understanding the Carbon Footprint of the Supply Chain
- > Introduction to Contract Management
- > Contract Management - Optimising Supplier Performance
- > Effective Contract Management
- > Legal aspects of Contract Management
- > Managing Supplier Relationships
- > Supplier Partnership Development Workshop



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[PUBLIC SECTOR PROCUREMENT](#) > [PROCUREMENT](#)

[MENU](#) [FORWARD](#) [BACK](#)

- > Measuring Purchasing Performance
- > Effective Negotiation Skills (Advanced)
- > Effective Negotiation Skills (Basic)
- > Effective Negotiation Skills (Intermediate)
- > Practical Influencing, Persuasion and Negotiation in P&SCM
- > Sales Skills for Buyers
- > Buying and Managing Consultants
- > Government Procurement Card and Purchasing cards
- > Introduction to eProcurement Tools and Techniques
- > Insight Into Reverse Auctions
- > Risk Management
- > Software Licensing
- > Mock Contestability Exercises



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**PUBLIC SECTOR PROCUREMENT > SALES AND MARKETING**

[MENU](#) [FORWARD](#) [BACK](#)

- > Developing an Effective Executive Summary
- > Effective Teamworking and Networking
- > Making the most of every contact

**PUBLIC SECTOR PROCUREMENT > BUSINESS MANAGEMENT AND LEADERSHIP**

- > Business Continuity Management Implementation
- > Introduction to Business Continuity Management
- > Introduction to Change Management
- > Effective Teamworking and Networking
- > TUPE Workshop



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## SOURCING AND BUYING > PROCUREMENT

[MENU](#) [FORWARD](#) [BACK](#)

- > Strategic Procurement Masterclass
- > Category Management Tools and Techniques
- > Introduction to Category Management
- > The Strategic Sourcing Process
- > Challenging Delivery Models
- > The Intelligent Customer
- > Cost and Price Management
- > Development of the Buyer
- > Developing and Communicating the Procurement Value Proposition
- > Procurement for Non-Procurement Professionals in the Public Sector
- > Stakeholder Value Workshop
- > Understanding and Using EU Procurement Regulations
- > EU Procurement Regulations
- > Using Framework Agreements
- > Competitive Dialogue
- > Complex ICT Procurement Through Competitive Dialogue
- > CRC - The Carbon Reduction Commitment
- > Sustainable Procurement
- > CSR in Procurement
- > Understanding the Carbon Footprint of the Supply Chain
- > Managing Supplier Relationships
- > Managing Service Quality
- > Measuring Purchasing Performance
- > Effective Negotiation Skills (Advanced)
- > Effective Negotiation Skills (Basic)
- > Effective Negotiation Skills (Intermediate)
- > Practical Influencing, Persuasion and Negotiation in P&SCM



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[SOURCING AND BUYING](#) > PROCUREMENT

[MENU](#) [FORWARD](#) [BACK](#)

- > Sales Skills for Buyers
- > Government Procurement Card and Purchasing cards
- > Introduction to eProcurement Tools and Techniques
- > Insight Into Reverse Auctions
- > Risk Management



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**SOURCING AND BUYING > SALES AND MARKETING**

[MENU](#) [FORWARD](#) [BACK](#)

- > Developing an Effective Executive Summary
- > Effective Teamworking and Networking
- > Making the most of every contact

**SOURCING AND BUYING > BUSINESS MANAGEMENT AND LEADERSHIP**

- > Introduction to Business Continuity Management
- > Introduction to Change Management
- > Effective Teamworking and Networking
- > TUPE Workshop



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## SUPPLY CHAIN MANAGEMENT > PROCUREMENT

[MENU](#) [FORWARD](#) [BACK](#)

- > Strategic Procurement Masterclass
- > Category Management Tools and Techniques
- > Introduction to Category Management
- > Challenging Delivery Models
- > Commercial Awareness
- > The Intelligent Customer
- > Cost and Price Management
- > Supply Chain Concepts
- > Supply Chain Management
- > Development of the Buyer
- > Developing and Communicating the Procurement Value Proposition
- > Stakeholder Value Workshop
- > CRC - The Carbon Reduction Commitment
- > Sustainable Procurement
- > CSR in Procurement
- > Understanding the Carbon Footprint of the Supply Chain
- > Contract Management - Optimising Supplier Performance
- > Effective Contract Management
- > Managing Supplier Relationships
- > Supplier Partnership Development Workshop
- > Managing Service Quality
- > Measuring Purchasing Performance
- > Effective Negotiation Skills (Advanced)
- > Effective Negotiation Skills (Intermediate)
- > Practical Influencing, Persuasion and Negotiation in P&SCM
- > Introduction to eProcurement Tools and Techniques
- > Risk Management



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## SUPPLY CHAIN MANAGEMENT > SALES AND MARKETING

[MENU](#) [FORWARD](#) [BACK](#)

- > Effective Teamworking and Networking
- > Making the most of every contact

## SUPPLY CHAIN MANAGEMENT > BUSINESS MANAGEMENT AND LEADERSHIP

- > Business Continuity Management Implementation
- > Introduction to Business Continuity Management
- > Introduction to Change Management
- > Effective Teamworking and Networking
- > TUPE Workshop





## CONTRACT MANAGEMENT > PROCUREMENT

[MENU](#) [FORWARD](#) [BACK](#)

- > Category Management Tools and Techniques
- > Introduction to Category Management
- > Challenging Delivery Models
- > Commercial Awareness
- > The Intelligent Customer
- > Cost and Price Management
- > Development of the Buyer
- > Stakeholder Value Workshop
- > Understanding and Using EU Procurement Regulations
- > EU Procurement Regulations
- > Using Framework Agreements
- > CRC - The Carbon Reduction Commitment
- > Sustainable Procurement
- > CSR in Procurement
- > Understanding the Carbon Footprint of the Supply Chain
- > Introduction to Contract Management
- > Contract Management - Optimising Supplier Performance
- > Effective Contract Management
- > Legal aspects of Contract Management
- > Managing Supplier Relationships
- > Supplier Partnership Development Workshop
- > Managing Service Quality
- > Measuring Purchasing Performance
- > Effective Negotiation Skills (Advanced)
- > Effective Negotiation Skills (Basic)
- > Effective Negotiation Skills (Intermediate)
- > Practical Influencing, Persuasion and Negotiation in P&SCM
- > Introduction to eProcurement Tools and Techniques
- > Risk Management



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## CONTRACT MANAGEMENT > SALES AND MARKETING

[MENU](#) [FORWARD](#) [BACK](#)

- > Effective Teamworking and Networking
- > Making the most of every contact

## CONTRACT MANAGEMENT > BUSINESS MANAGEMENT AND LEADERSHIP

- > Introduction to Business Continuity Management
- > Introduction to Change Management
- > Introduction to Project and Programme Management
- > Effective Teamworking and Networking
- > TUPE Workshop



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## RELATIONSHIP MANAGEMENT > PROCUREMENT

[MENU](#) [FORWARD](#) [BACK](#)

- > Strategic Procurement Masterclass
- > Category Management Tools and Techniques
- > Introduction to Category Management
- > Commercial Awareness
- > The Intelligent Customer
- > Development of the Buyer
- > Developing and Communicating the Procurement Value Proposition
- > Stakeholder Value Workshop
- > Complex ICT Procurement Through Competitive Dialogue
- > Fundamentals of Commissioning Services
- > Introduction to Contract Management
- > Contract Management - Optimising Supplier Performance
- > Effective Contract Management
- > Managing Supplier Relationships
- > Supplier Partnership Development Workshop
- > Effective Negotiation Skills (Advanced)
- > Effective Negotiation Skills (Basic)
- > Effective Negotiation Skills (Intermediate)
- > Practical Influencing, Persuasion and Negotiation in P&SCM
- > Sales Skills for Buyers



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**RELATIONSHIP MANAGEMENT > SALES AND MARKETING**

[MENU](#) [FORWARD](#) [BACK](#)

- > Consulting Skills
- > Effective Teamworking and Networking
- > Making the most of every contact

**RELATIONSHIP MANAGEMENT > BUSINESS MANAGEMENT AND LEADERSHIP**

- > Introduction to Change Management
- > Effective Teamworking and Networking



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## SPECIALIST PROCUREMENT > PROCUREMENT

[MENU](#) [FORWARD](#) [BACK](#)

- > Introduction to Category Management
- > Developing and Communicating the Procurement Value Proposition
- > Understanding and Using EU Procurement Regulations
- > EU Procurement Regulations
- > Using Framework Agreements
- > Complex ICT Procurement Through Competitive Dialogue
- > Fundamentals of Commissioning Services
- > CRC - The Carbon Reduction Commitment
- > Sustainable Procurement
- > CSR in Procurement
- > Understanding the Carbon Footprint of the Supply Chain
- > Legal aspects of Contract Management
- > Buying and Managing Consultants
- > Government Procurement Card and Purchasing cards
- > Insight Into Reverse Auctions
- > Risk Management
- > Software Licensing
- > Mock Contestability Exercises

## SPECIALIST PROCUREMENT > SALES AND MARKETING

- > Developing an Effective Executive Summary





## CIPS (EXAMINATION SYLLABUS) > PROCUREMENT

[MENU](#) [FORWARD](#) [BACK](#)

- > CIPS L3 - Understanding the Purchasing Environment
- > CIPS L3 - Purchasing Operations
- > CIPS L3 - Client and Supplier Relationship
- > CIPS L3 - Securing Supply
- > CIPS L3 - Purchasing In Action
- > CIPS L4 - Effective Negotiation
- > CIPS L4 - Developing Contracts
- > CIPS L4 - Measuring Purchasing Performance
- > CIPS L4 - Managing Purchasing and Supply Relationships
- > CIPS L4 - Purchasing Contexts
- > CIPS L5 - Risk Management and Supply Chain Vulnerability
- > CIPS L5 - Storage and Distribution
- > CIPS L5 - Operations Management in the Supply Chain
- > CIPS L5 - Machinery of Government
- > CIPS L5 - Contracting in the Public Sector
- > CIPS L5 - Management in the Purchasing Function
- > CIPS L5 - Improving Supply Chain Performance
- > CIPS L5 - Marketing for Purchasers
- > CIPS L6 - Leading and Influencing
- > CIPS L6 - Strategic Supply Chain Management
- > CIPS L6 - Supply Chain Management in Practice
- > CIPS L6 - Legal Aspects in Purchasing and Supply
- > CIPS L6 - Advanced Project Management
- > CIPS L6 - Finance for Purchasers
- > CIPS L6 - Strategic Public Sector Programme Management
- > CIPS L6 - Stakeholders and Governance



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## SALES & MARKETING > SALES & MARKETING

[MENU](#) [FORWARD](#) [BACK](#)

- > Concluding Profitable Contracts
- > Consultative Selling
- > Consulting Skills
- > Developing a Customer Measurement Process
- > Developing an Effective Executive Summary
- > Effective Bid Preparation
- > Effective Teamworking and Networking
- > GAMMA - Getting a Magic Message Across
- > How to Evidence Your Value Add in Bidding
- > How to Make an Effective Bid Presentation
- > Making the Most of Every Contact
- > Managing and Mitigating Risk in Bidding
- > Managing Complex Bids
- > Marketing Workshop
- > Preparing Winning Proposals
- > Sales Account Planning
- > Sales Masterclass
- > Setting the Bid Strategy
- > Success through selling
- > Understanding and Communicating your Value Proposition



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[SALES & MARKETING](#) > BUSINESS MANAGEMENT AND LEADERSHIP

[MENU](#) [FORWARD](#) [BACK](#)

- > Introduction to Business Continuity Management
- > Introduction to Change Management
- > Introduction to CRM
- > Effective Teamworking and Networking



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[BUSINESS MANAGEMENT & LEADERSHIP](#) > **PROCUREMENT**

[MENU](#) [FORWARD](#) [BACK](#)

> Effective Negotiation Skills (Advanced)

[BUSINESS MANAGEMENT & LEADERSHIP](#) > **SALES & MARKETING**

- > Developing an Effective Executive Summary
- > Effective Teamworking and Networking
- > Effective Negotiation Skills (Advanced)



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## [BUSINESS MANAGEMENT & LEADERSHIP](#) > BUSINESS MANAGEMENT & LEADERSHIP

[MENU](#) [CLOSE](#) [BACK](#)

- > Auditing Business Continuity Management
- > Balanced Scorecard Approach to Performance Management
- > Business Continuity Management Implementation
- > Globalisation and Transnational Management
- > Identifying Efficiency Improvements
- > Implementing Efficiency Improvements
- > Introduction to Business Continuity Management
- > Introduction to Change Management
- > Introduction to CRM
- > Introduction to Leadership
- > Introduction to Project and Programme Management
- > Introduction to Teamworking
- > Effective Teamworking and Networking
- > Leadership During Change
- > Performance Measurement
- > Problem Solving Tools and Techniques
- > Project Management
- > Quality
- > Support and Challenge in Changing Times
- > TUPE Workshop
- > Using Benchmarking to Improve Step Change

