

A background image showing a close-up of two hands shaking in a firm grip, symbolizing a deal or agreement. The hands are wearing white and light blue shirts.

# Contracts, Tendering and Public Procurement

Be a negotiation expert in public procurement contracts

10 - 11 June 2024

This is an **interactive Virtual Instructor-Led Training (VILT)**.  
Kindly ensure you have a working Webcam and Headset with Microphone.

## KEY BENEFITS OF ATTENDING

- **GRASP** the formation of third-party Goods and Services contracts
- **UNDERSTAND** the legal concepts of contracts
- **GAIN** insights into the tendering process, tender types, tender evaluation, award and contract administration
- **KNOW** the important contract clauses and their application
- **NEGOTIATE** like a professional in commercial contracts by assimilating negotiation concepts
- **GAIN** understanding of public procurement
- **APPRECIATE** the key differences between public and private procurement