

Contracts, Tendering and Public Procurement

*From Tender to Contract Award:
Building Procurement & Negotiation Excellence*

21 & 22 September 2026

9.00am - 5.00pm | GMT +8



Concorde Hotel, KL

Zoom Platform

WHY YOU SHOULD ATTEND

This comprehensive training provides participants with practical knowledge of contract formation, contract lifecycle management, tender evaluation, risk allocation, and contract administration, while also offering valuable insights into public procurement principles and governance requirements. Participants will gain a deeper understanding of critical contract clauses, procurement best practices, and modern tendering approaches, including e-procurement and online bidding methods.

The training also equips attendees with proven negotiation concepts and techniques such as BATNA, WATNA, ZOPA, and win-win negotiation strategies to enhance their commercial effectiveness. Through practical case studies, real-world examples, and interactive discussions, participants will develop the skills and confidence needed to manage contracts, procurement activities, and commercial negotiations more successfully while ensuring transparency, compliance, and value creation for their organizations.

Organised by:



WEeventz Pte Ltd (Singapore)
WEeventz Malaysia Sdn Bhd (Malaysia)

TARGET AUDIENCES

This training is specifically designed for: -

- Contract Managers
- Purchase Managers
- Head of Purchasing
- Head of Contracts
- Business Managers
- Contract Specialist
- Senior Buyer
- Contracts Engineers
- Planning Engineers
- Contract Analysts
- Cost Engineers
- Production Managers
- Production Engineers
- Project Managers
- Project Engineer



This is a **Hybrid event** where participants can choose to attend **In Person** at our training venue or join **Virtually** via Zoom Platform.