



# Procurement, Contracting, Tendering and Team Building ©

## Key Outcomes/benefits

1. A sharper competitive edge through understanding global procurement trends in contracting and procurement.
2. Enhanced Tender management
3. Strengthened Management through the use of tools, techniques and learned skills for team building and influencing others.

## Key Topics

- Contracting and procurement:
  - Trends
  - Practices
- Tender management: Examination of previous tenders (1) that won and (2) was unsuccessful, in terms of
  - Writing to specification
  - What makes a successful tender
  - Stakeholder mapping and positioning
  - Client consultation and closing the deal
- Cross functional Stakeholder teams
  - Leadership
  - Cross Functional Teamwork
  - Transitioning between contractors
- Action Planning to make a difference:
  - Enhance your business goals by using learned outcomes to prepare a renewed action plan for your company

## Duration and format

One day in duration, this highly participative workshop style program blends a variety of different methods, including presentations, facilitated group discussion, live examples from your company, project team work groups, exercises and case examples. The format allows participants to openly discuss issues from within their own organisation and benefit from the collective experience of participants and presenter.

## Powerful presenter/Facilitator

**Beverley Honig BA LLB MBA** is the CEO of Honeylight Enterprises Pty Ltd and is well known in industry and government as a business guru. She is commissioned to run tenders for many client organisations in the industry, and is a popular training developer and facilitator, with a background as an international lawyer.

She brings a wealth of global commercial experience in the areas of supply chain management, contracts, projects and sourcing. She has led reviews and structured management programs in the public and private sector across many industries. She also brings years of experience as an executive general manager at Coles Myer Ltd.

She is the published **author of the authoritative bestseller business book “Making Contracts Work”** and a renowned international public speaker. Beverley had had many years of general management experience in public companies such as Coles Myer, with responsibilities for asset portfolios worth \$1.5 billion.

Beverley is the Presiding Judge, Essential Services Commission Appeals, and has held board directorships across multiple industries, including Board Director Melbourne Markets, Centre for Adult Education, and AICC. She is a sessional lecturer and facilitator for QUT Business School's Executive MBA Program in Complex Project Management in Canberra for the Department of Defence, and is also a senior lecturer at Melbourne University in the areas of Project Management and Supply Chain Management. Beverley was nominated International Businesswomen of the year and is the recipient of several business awards presented by the Prime Minister, in recognition of outstanding contribution to international trade links. Beverley is listed in the Who's Who of Business.