

Business Development Strategy Pricing Proposals Value

Management and Leadership

Course Overview

Business Development Strategy Pricing Proposals Value: a 5-day professional training course from LTC Consultants, delivered in-classroom across Africa and...

What You Will Achieve

- Explain the core principles and current good practice in Business Development Strategy Pricing Proposals Value
- Apply practical tools and techniques for Business Development Strategy Pricing Proposals Value in your own organisation
- Analyse real-world scenarios and select the right approach with confidence
- Avoid the common pitfalls that undermine Business Development Strategy Pricing Proposals Value in practice
- Build a personal action plan to implement what you have learned

Who Should Attend

Directors, senior managers, heads of department, team leaders and high-potential professionals preparing for greater leadership responsibility.

Course Outline

1. Foundations of Business Development Strategy Pricing Proposals Value: principles, terminology and context
2. The business case: why Business Development Strategy Pricing Proposals Value matters to performance
3. Core tools, frameworks and methods
4. Applying the tools: guided case study and exercises
5. Common pitfalls and how experienced practitioners avoid them
6. Working with stakeholders: communication and influence
7. Measuring results and continuous improvement
8. Personal action planning and course review

Upcoming Dates and Fees

DATES	VENUE	FEE (PER DELEGATE)
26 to 30 Oct 2026	Johannesburg	\$1,395
2 to 6 Nov 2026	Durban	\$1,450
9 to 13 Nov 2026	Lagos	\$1,450
16 to 20 Nov 2026	Online	\$700

23 to 27 Nov 2026	Pretoria	\$1,550
30 Nov to 4 Dec 2026	Harare	\$1,650
7 to 11 Dec 2026	Cairo	\$1,550

LTC Consultants

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Every delegate receives a Certificate of Attendance. Group and in-house rates available on request.