Contract Management and Negotiation for Buyers

Purchasing, Logistics & Supply Chain Management Training Course

Course Overview

Contract Management and Negotiation for Buyers: a 5-day professional training course from LTC Consultants, delivered in-classroom across Africa and live online.

What You Will Achieve

- Explain the core principles and current good practice in Contract Management and Negotiation for Buyers
- Apply practical tools and techniques for Contract Management and Negotiation for Buyers in your own organisation
- Analyse real-world scenarios and select the right approach with confidence
- Avoid the common pitfalls that undermine Contract Management and Negotiation for Buyers 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 Contract Management and Negotiation for Buyers: principles, terminology and context
2. The business case: why Contract Management and Negotiation for Buyers 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	Pretoria	**$1,450**
2 to 6 Nov 2026	Gaborone	**$1,395**
9 to 13 Nov 2026	Kigali	**$1,550**
16 to 20 Nov 2026	Online	**$700**
23 to 27 Nov 2026	Cape Town	**$1,395**
30 Nov to 4 Dec 2026	Lusaka	**$1,650**

7 to 11 Dec 2026	Maputo	**$1,450**

LTC Consultants
Suite 601, Block 2, Monument Office Park, 79 Steenbok Ave, Monument Park, Pretoria, 0181, South Africa
+27 68 403 2806 | info@ltcconsultants.net | ltcconsultant.co.za
Every delegate receives a Certificate of Attendance. Group and in-house rates available on request.