Negotiating with Consultants and Contractors

Sales and Marketing

Course Overview

Negotiating with Consultants and Contractors: 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 Negotiating with Consultants and Contractors
- Apply practical tools and techniques for Negotiating with Consultants and Contractors in your own organisation
- Analyse real-world scenarios and select the right approach with confidence
- Avoid the common pitfalls that undermine Negotiating with Consultants and Contractors in practice
- Build a personal action plan to implement what you have learned

Who Should Attend

Contracts and procurement professionals, legal advisors, compliance officers and managers who negotiate or administer agreements.

Course Outline

1. Setting the scene: Negotiating with Consultants and Contractors in today's organisation
2. Key concepts and the language of Negotiating with Consultants and Contractors
3. Frameworks and good practice that deliver results
4. Hands-on application: workshop exercises and cases
5. Problem-solving clinic: participants' real challenges
6. Integrating Negotiating with Consultants and Contractors with day-to-day operations
7. Reporting, metrics and demonstrating value
8. Action planning: your first 90 days after the course

Upcoming Dates and Fees

DATES	VENUE	FEE (PER DELEGATE)
2 to 6 Nov 2026	Lagos	**$1,650**
9 to 13 Nov 2026	Pretoria	**$1,450**
16 to 20 Nov 2026	Harare	**$1,450**
23 to 27 Nov 2026	Cairo	**$1,550**
30 Nov to 4 Dec 2026	Windhoek	**$1,450**

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