

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)
28 Sep to 2 Oct 2026	Accra	\$1,395
5 to 9 Oct 2026	Online	\$800
12 to 16 Oct 2026	Johannesburg	\$1,650
19 to 23 Oct 2026	Durban	\$1,395
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

LTC Consultants

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