

Tender and Proposal Writing That Wins Work

Sales and Marketing

Course Overview

Tender and Proposal Writing That Wins Work: 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 Tender and Proposal Writing That Wins Work
- Apply practical tools and techniques for Tender and Proposal Writing That Wins Work in your own organisation
- Analyse real-world scenarios and select the right approach with confidence
- Avoid the common pitfalls that undermine Tender and Proposal Writing That Wins Work 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: Tender and Proposal Writing That Wins Work in today's organisation
2. Key concepts and the language of Tender and Proposal Writing That Wins Work
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 Tender and Proposal Writing That Wins Work 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	Nairobi	\$1,650
16 to 20 Nov 2026	Kampala	\$1,395
30 Nov to 4 Dec 2026	Durban	\$1,650

LTC Consultants

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