

The Effective Buyer

Contracts Management

Course Overview

The Effective Buyer: 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 The Effective Buyer
- Apply practical tools and techniques for The Effective Buyer in your own organisation
- Analyse real-world scenarios and select the right approach with confidence
- Avoid the common pitfalls that undermine The Effective Buyer 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 The Effective Buyer: principles, terminology and context
2. The business case: why The Effective Buyer 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)
14 to 18 Sep 2026	Kampala	\$1,450
28 Sep to 2 Oct 2026	Johannesburg	\$1,395
12 to 16 Oct 2026	Durban	\$1,550
26 to 30 Oct 2026	Accra	\$1,550
9 to 13 Nov 2026	Online	\$750
23 to 27 Nov 2026	Lagos	\$1,395
7 to 11 Dec 2026	Pretoria	\$1,550

LTC Consultants

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