



**ARIVU**  
Empower • Innovate • Perform

## Commercial Awareness Skills (2-days)

This highly practical and interactive programme focuses on improving your commercial awareness.

It involves working in teams with real contracts, identifying risks and issues, evaluating different responses to the risks, negotiating terms with clients and managing the impacts of contract changes on projects.

If you've already attended this course and are looking to progress to a more strategic course then you may wish to consider Finance for Senior Managers & Directors, Formulating Your Financial Strategy, Effective Budgeting Skills or Sales Negotiations.

### **By the end of this course you will be able to:**

- Understand the basics of contracting.
- Identify onerous contract terms and identify when you need specialist legal assistance.
- Identify risks in your contracts and value those risks, establishing what contingency to include in your price.
- Negotiate profitable contracts.
- Manage the change process, understanding how contract changes impact on the bottom line and when to renegotiate terms.

### **What you can expect to gain:**

#### **The basics of contracting**

- What is a contract
- Typical contract terms
- Ability to evaluate and compare the suitability of supplier bids and make a recommendation based on the benefit to us and an understanding of the motivation of the supplier

#### **Risk**

- Valuing contract risk
- Managing contract risk
- Ability to identify, evaluate, quantify, measure and control commercial & contractual risk and understand the difference between operational and contractual risk

#### **Negotiating commercial agreements**

- Achieving a win-win in your negotiations

[www.arivu.co.uk](http://www.arivu.co.uk)

**Innovative & Impactful Coaching & Consulting Services  
To Transform Your Business**



# ARIVU

Empower • Innovate • Perform

- Preparing, bargaining and agreeing contract terms
- Dealing with negotiation tactics

### **Managing contract changes**

- Identifying the impact of contract variations on the financial outcomes
- Ability to analyse, interpret and communicate financial data including financial assessment, understanding financial implications of a contract and financial management and monitoring post contract
- Change control processes

### **Personal Development**

- Formulating an action plan

If you require any specific training or coaching skills to suit your specific needs, then we can tailor-make it just for you. Just call us on our number 087 123 76 767 for a chat.

### **What others have said about these courses:**

*"It's an excellent course for those who want to analyse tenders & bids, or in a commercial role who regularly negotiate with suppliers".*

Neil Trussler, Commercial Manager TNT

**To find out more about this course or to enquire about prices, training dates and locations, please contact us on **0871 237 6767** or email us at [\*\*info@arivu.co.uk\*\*](mailto:info@arivu.co.uk)**

[\*\*www.arivu.co.uk\*\*](http://www.arivu.co.uk)

**Innovative & Impactful Coaching & Consulting Services  
To Transform Your Business**