



FCDO Commercial Contracts: Intermediate

Time UK/BST	DAY 1: Sessions
09.00	Introductions
09.15	Commercial Contracting Essentials
09.45	Compliance: Code of Conduct
10.30	Social Value
11.00	Partnership Agreements
11.30	Break
11.45	Human Resources
12.15	Tips for Bidding
12.30	The Cost of Bidding
13.00	Close

Time UK/BST	DAY 2: Sessions
09.00	Review
09.15	Value for Money
10.00	Risk Analysis and Costing
10.45	Break
11.00	Payment by Results (payment schedule)
12.00	Implementation Challenges
13.00	Close

Time UK/BST	DAY 3: Sessions
09.00	Review
09.15	Negotiation Techniques
09.45	What to negotiate on a Commercial Contract
10.15	Negotiation Preparation
11.00	Break
11.15	Negotiation Practice
12.00	Action Plan Updates
12.15	Ask the Trainer (confidential 1-2-1 option available)
13.00	Close