

TENDERING OBLIGATIONS, PITFALLS AND RESPONSES

Writing a winning tender in such a competitive market can really set your business apart, but there is a lot involved in getting it right. Price is certainly a factor, but gaining an insight into what the other side wants, your tendering processes, understanding your legal position, and your approach to taking risk (or not taking it) can affect not only this tender, but your chances of being asked to tender next time.

This course is designed to provide some insights and observations on winning tenders, both from a legal and practical perspective. It is aimed at people who prepare tenders who want a more in-depth knowledge of tendering, and how that translates into work.

COURSE CONTENT

- What is a tender?
- Expressions of interest and prequalifying
- Identifying the key issues in a tender
- Risk and pricing
- Common pitfalls, collusion and misrepresentation
- Building your team and your tender
- Forming a contract
- Getting the next job

COST

- CCF QLD Members \$240 (including GST)
- Non CCF QLD Members \$270 (including GST)

ASSESSMENT

- Nil

ENTRY REQUIREMENTS

- English reading, writing and speaking

LOCATION

- Queensland Civil Industry Training Centre, Brisbane
11 Hi-Tech Court Eight Mile Plains QLD 4113

COURSE TIME

- 8.30am – 11.30am (three hour course)



HOLDING REDLICH

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