

## **SEMINAR DETAILS**

**Title:** **Strategies for Securing Work In A Declining Market**

**Dates:**

**Format:** *One Day – Seminar / Workshop*

**Venues:** *London, Bristol, Birmingham, Manchester and Newcastle*

**Promotion:**

**Time:**

**Delegates:** *Open to all (Limited number of spaces)*

**Key Areas**

- ✓ The Economy and Your Business Objectives
- ✓ Marketing – Beyond Targeting
- ✓ Tendering Strategies
- ✓ Seeking Out Commercial Advantages
- ✓ Contractual and Other Risks
- ✓ Strategic Approaches to Adjudication
- ✓ Tender Negotiations
- ✓ Putting it All into Action