



Dealing with Procurement

Procurement landscape is changing. There was a time when the focus of procurement was on manufactured goods and raw materials. Now their focus has extended and procurement is involved in the purchase of legal and professional services.

Whatever the area of legal advice, you can be certain that procurement will be somewhere influencing the decision. Increasingly, procurement are at the strategic core of the business and the riskiest strategy is to ignore them and hope they go away – they won't and if they only come into the buying process at the end, then all they will do is seek to drive fees down.

This workshop will look at the changing role of procurement and how to engage effectively with your clients' procurement people.

Objectives

- To understand the role of procurement
- To be able to assess the maturity of procurement in client organisations
- To learn strategies and tactics to influence procurement
- To apply learning to new business development.

Course Content

- Introductions
- The changing role of procurement in the purchase of legal services
- Mapping procurement's influence in client organisations
- Buyer analysis
- How clients make decisions
- Managing the RFP and strategies to influence procurement
- Personal Development Action plans.

Duration

1 day

Facilitation

1 trainer to 8 delegates

Group Size

Max group size is 8 to allow the trainers to provide delegates with individual input.

Who should attend?

All client facing members who manage key client relationships