

Winning Government Business Program

The Advanced Tendering Master Classes are part of the Tasmanian Government's Winning Government Business program. The Master Classes are targeted interactive workshops delivered by a leading national specialist in tendering and proposal management.

Who should attend?

These workshops are designed for business owners, sales and business development professionals and practitioners wanting to win government work. If you are new to tendering, or even if you are familiar with bidding but would like to improve your success rate, these workshops will be of substantial benefit.

Workshop Program

These two complementary half-day sessions will help develop the skills needed to consistently prepare winning tenders, proposals and quotes. Workshops include a mix of tender-winning theory, practical information, tips and tools that can be put into immediate effect.

Strategic Positioning to Win – This workshop focuses on becoming 'tender ready' and giving you the maximum chance of success. It will explore the fundamental elements of successful bids; five ways to differentiate your proposal from others; and effective pricing strategies to win without giving away margin.

Persuasive Writing to Win – This workshop will help make your tenders and proposals stand out from the competition. It will provide an understanding the science behind persuasion, simple, practical writing tips to improve clarity and readability, and explore the evidence needed to establish bidding credibility.

Registrations are now open for Advanced Tendering Master Classes in Hobart and Ulverstone. The Master Classes are free of charge and attendance is limited to ensure maximum participant value, so register early to avoid disappointment!

Hobart

Strategic Positioning to Win

Tuesday, 28 June 2016,
9:00 am – 1.30 pm

Persuasive Writing to Win

Wednesday, 29 June 2016,
9:00 am – 1:30 pm

Ulverstone

Strategic Positioning to Win

Thursday, 30 June 2016, 9:00 am – 1:30 pm

Persuasive Writing to Win

Friday, 1 July 2016, 9:00 am – 1:30 pm

For further information contact Business Tasmania on 1800 440 026, email ask@business.tas.gov.au, or go to <http://www.business.tas.gov.au/>.