



Commercial Awareness Training Course

Gain a greater understanding of the commercial and supplier engagement dynamics which underpin typical procurement activities on this Commercial Awareness training course.

This 1-day course equips delegates with the knowledge and skills to drive commercial value to their organisations.

Participants will learn to analyse market trends, negotiate effectively, and optimise supplier relationships. Emphasis is placed on identifying benefit and value opportunities, improving efficiency, and securing contracts that deliver measurable financial and operational benefits.

COURSE DURATION

1 day

CPD

Equivalent to 7 hours

COURSE PRICE

From £2195 + VAT

IN-COMPANY TRAINING

[Check availability](#)

CERTIFICATES

All delegates will receive a certificate on completion.

Who should attend?

This training course is recommended for procurement professionals and contract managers seeking a greater understanding of commercial and supplier engagement dynamics to deliver real value back to their organisation.

Key topics

Topics covered on the course include:

- introduction to commercial awareness
- collectively ownership of the commercial landscape
- buyer and seller behaviour
- value and bargaining range
- the power balance
- importance of competition
- types of supplier negotiation
- commercial levers and how to use them
- internal negotiation

Skills gained

Following the course delegates will have a greater awareness of the commercial principles that support procurement including:

- the value of commercial awareness and collective ownership
- buyer and seller relationships
- buyer and seller power balance
- negotiation principles



Delegates will receive a Certificate of Completion which signifies their enhanced knowledge and skills in commercial awareness.

Tutor's teaching style and how he explained things were both relatable and very easy to understand. He was really engaging so this meant that the group all got involved. He shared his own experiences which helped relate the learning material and put it into context into my own role.

Devro Scotland Ltd

The tutor broke down the course perfectly, adding in activities and discussions along the way linking it to everyone's individual job/industry. I have to say it was the best course I've been on in a long time!

Surrey County Council

The tutor was absolutely incredible! Very knowledgeable and really engaging. Genuinely one of the best courses I have been on.

Plus 1 Communications

[Read our Contract Management training course reviews](#)

Why train with Bywater?

Bywater is the leading independent provider of professional management systems training in the UK.

Our expert training offers practical understanding of how to realise the benefits and assess the success of implementing and operating successful management systems.

Bywater delegates know they can rely on proven training delivered by experts at times and locations to suit their needs.

40 years established

100+ course titles

15 UK locations

1000+ courses annually

 Global Virtual Classroom

CQI & IRCA, ISEP, RSS and IOSH approved training provider.



CHECK AVAILABILITY

Booking is easy

Simply select a course date and venue and fill in the online form. View our full range of courses at www.bywater.co.uk

If you have any questions please call us on 0333 123 9001, use our online chat or email contact@bywater.co.uk

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