

BID AND TENDER MANAGEMENT SKILLS CERTIFICATION

As per International Standards



UNICHROME

Unichrone Training **Advantages**

- ✓ 1 Day Interactive Instructor-led Online/Classroom or Group Training
- ✓ Course study materials designed by subject matter experts
- ✓ Mock Tests to prepare in a best way
- ✓ Highly qualified, expert & accredited trainers with vast experience
- ✓ Enrich with Industry best practices and case studies and present trends
- ✓ Bid and Tender Management Skills Training Course adhered with International Standards
- ✓ End-to-end support via phone, mail, and chat
- ✓ Convenient Weekday/weekend Bid and Tender Management Skills Training Course schedule



About Unichrone

✓ We are a professional training institute with an extensive portfolio of professional certification courses. Our training programs are meant for those who want to expand their horizons by acquiring professional certifications across the spectrum. We train small- and medium-sized organizations all around the world, including in USA, Canada, Australia, UK, Ireland and Germany.



Guaranteed Quality



Handpicked Trainers



Global Presence



Online Training Option

We've trained professionals across global companies

PHILIPS

AXCESS
FINANCIAL PRODUCT MANAGEMENT

CLARIANT



AkerSolutions

WÜRTH

baycoat

DU PONT

DASHTI

GlobalSign

Triskele Labs

مصرف الراجحي
Al Rajhi Bank

DHL

ARASCO



أراسكو

Importance of Bid and Tender Management Skills Training

- ✓ Enterprises constantly strive to acquire contracts and partnerships for, it not only steers revenue but improves market positioning. This is where the true values of Bid and Tender Management Skills Certification shine. This is a valuable credential uncovering the expertise of a professional in the Bid and Tender Management process. The prevalence of this certification lies in its potential to validate an individual's proficiency in identifying opportunities and preparing competitive bids into negotiating terms. The certification provides a concrete understanding of the complete spectrum of activities involved in Bid and Tender Management including administering client relationships.
- ✓ Candidates will build up their knowledge on strategic levels during Bid and Tender Management Skills Training. It will teach them how to evaluate tender documents and come up with creative solutions and successful tender bids toward the optimal management of various bid types. The training will ensure candidates get to be conversant with practical elements such as tender evaluation, risk assessment, cost estimations, and negotiation skills. They will also learn how to manage contracts, legal compliances, and performance benchmarks.

ELIGIBILITY CRITERIA

- ✓ Aspirants need not meet any requirements to pursue Bid and Tender Management Skills Training Course. However, having prior knowledge is beneficial.

WHO SHOULD ATTEND

- ✓ Any individual who wants to gain skills in Bid and Tender Management Skills can enroll in the Bid and Tender Management Skills Training course.

BID AND TENDER MANAGEMENT SKILLS CERTIFICATION ADVANTAGES



CERTIFIES
YOUR TALENT



HELPS
BUILDING
VALUES



GLOBAL
RECOGNITION



PERFECT
EXECUTION



BUILDS
CUSTOMER
LOYALTY



MORE
EMPLOYABILITY
OPTIONS

Syllabus of Bid and Tender Management Skills Training

Lesson 01 – An Introduction to Bids

1.	Bid Basics
2.	Market Sounding
3.	PQQs

Lesson 02 – Tender

1.	What is Tender?
2.	Types of Tenders
3.	Tendering Process

Syllabus of Bid and Tender Management Skills Training

Lesson 03 – Decisions and Moving Forward

1.	Decisions of Bid/No Bid
2.	Alliances and Partnership Opportunities
3.	Strategic and Tactical Business Excellence Models

Lesson 04 – Request for Information (RFI)

1.	What is RFI?
2.	Working of the RFI
3.	How to Write RFI?
4.	Best Practices for RFI Documentation

Syllabus of Bid and Tender Management Skills Training

Lesson 05 – Effective Bid and Response

1.	Managing an Effective Bid and Response
2.	First Meeting
3.	Bid Plan
4.	Understanding the Competition
5.	Formation of the Bid Team
6.	Power Team Workshop
7.	Writing the Bid
8.	Proposal Structure
9.	Controlling and Monitoring the Bid Process
10.	Showstoppers
11.	Production and Submission

Lesson 06 – Post-Submission

1.	Evaluation Process
2.	Assessment, Review, and Improvement
3.	What is Post-Submission?
4.	Presentations, Interviews, and Site Visits

Syllabus of Bid and Tender Management Skills Training

Lesson 07 – Business Excellence

1.	What are Business Excellence Models?
2.	Baldrige Model
3.	Award Programs
4.	How Organizations Use Business Excellence Models?
5.	Benefits of Using Business Excellence
6.	Choosing a Self-Assessment Method

Lesson 08 – EFQM Excellence Model

1.	Introduction to EFQM Excellence Model
2.	EFQM Excellence Model Criteria
3.	Actualizing Balanced Results
4.	Advantage of EFQM Excellence Model

Syllabus of Bid and Tender Management Skills Training

Lesson 09 – Kurt Lewin's Change Management Model

1.	Introduction to Kurt Lewin's Change Model
2.	Stages of Model
3.	Ways to Implement Lewin's Change Management Model
4.	Lewin's Force Field Analysis

Lesson 10 – RADAR Scoring Matrix

1.	What is the RADAR Scoring Matrix?
2.	Components of the Radar Scoring Matrix
3.	Use of RADAR Matrix

Syllabus of Bid and Tender Management Skills Training

Lesson 11 – Weisbord's Six Box Model

1.	Introduction to Weisbord's Six Box Model
2.	Components of Weisbord's Model
3.	Necessity of Organizational Diagnoses

Lesson 12 – McKinsey 7S Model

1.	What is the McKinsey 7S Model?
2.	7S's of Model
3.	Using the 7S Tool

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Lesson 13 – PDCA Cycle

1.	What is the PDCA Cycle?
2.	When to Use the PDCA Cycle?
3.	Phases of PDCA
4.	Benefits of PDCA

Lesson 14 – DMAIC Cycle

1.	Introduction to DMAIC Process
2.	Phases of DMAIC
3.	Differences of DMAIC and DMADV

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Lesson 15 – Ministry of Defense (MoD)

1.	What are MoD Tenders?
2.	How to Win MOD Tenders?

Lesson 16 – Energy Company Tenders

1.	Introduction to Renewable Energy Tendering Schemes
2.	Tenders for Different Energy Management Services
3.	Steps for Energy Management

Exam Format of Bid and Tender Management Skills Certification

Examination Format	
Exam Name	Bid and Tender Management Skills Exam
Exam Format	Multiple Choice
Total Questions & Duration	30 Questions, 1 Hour
Passing Score	Minimum passing score of 70%
Exam Cost	Included in training fee

To get you fully prepared with the knowledge and skills for Bid and Tender Management Skills, a training session at Unichrone gives immense importance to mock questions at the end of every module and problem-solving exercises within the session. Prepared by certified faculty, the practice tests are a true simulation of the Bid and Tender Management Skills exam.

Contact Us

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<https://unichrone.com/>

