

Available Training 2011/12

Organised by;

APUC course/workshop
Scotland Excel
NWUPC
Scottish Government

Date	Event	Duration	VENUE / LOCATION	Organised by;	Type of Event	How Much ?	How to book yourself on ?
18 October 2011	Guide to outsourcing and TUPE	1 Day	Inverness	Scotland Excel	Training	£150	training@scotland-excel.org.uk or Tel 0845 606 8726
18 October 2011	Effective Contract Management	1 Day	University of Chester	NWUPC	Training	£125	Contact Sarah Williams (0161 234 8003, sarah.williams-3@manchester.ac.uk)
25 October 2011	Procurex - Conference and various procurement seminars	1 Day	SECC, Glasgow	Scottish Government	Training and Conference	£85 for Public Sector bodies	http://www.procurexscotland.co.uk/conference_register.php
25 October 2011	Forecasting & trend analysis	1 Day	Edinburgh	Scotland Excel	Training	£150	training@scotland-excel.org.uk or Tel 0845 606 8726
01 November 2011	Supplier briefing	1 Day	Paisley	Scotland Excel	Training	£150	training@scotland-excel.org.uk or Tel 0845 606 8726
02 November 2011	Conducting a competitive dialogue	1 Day	Paisley	Scotland Excel	Training	£150	training@scotland-excel.org.uk or Tel 0845 606 8726
14 November 2011	Procurement as a part-time job <i>Please note that this event has been postponed until further notice</i>	0.5 Day	APUC Offices Edinburgh	APUC	Training	Free to APUC members*	sconnor@apuc-scot.ac.uk
15 November 2011	Cost price analysis	1 Day	Paisley	Scotland Excel	Training	£150	training@scotland-excel.org.uk or Tel 0845 606 8726
16 November 2011	Business finance for procurement professionals	1 Day	Stirling	Scotland Excel	Training	£150	training@scotland-excel.org.uk or Tel 0845 606 8726
29 November 2011	EU procurement directives	1 Day	Paisley	Scotland Excel	Training	£150	training@scotland-excel.org.uk or Tel 0845 606 8726
29 November 2011	EU Procurement Directives	1 Day	University of Manchester	NWUPC	Training	£125	Contact Sarah Williams (0161 234 8003, sarah.williams-3@manchester.ac.uk)
06 December 2011	Supplier relationship management	1 Day	Inverness	Scotland Excel	Training	£150	training@scotland-excel.org.uk or Tel 0845 606 8726
06 December 2011	EU Procurement Directives Master Class	1 Day	University of Salford	NWUPC	Training	£195	Contact Sarah Williams (0161 234 8003, sarah.williams-3@manchester.ac.uk)
December 2011	Developing the Organisation's Procurement Strategy - Douglas Bell	0.5 Day	TBC	APUC	Training	Free to APUC members*	sconnor@apuc-scot.ac.uk
18 January 2012	Sales Techniques and Understanding the Sale	1 Day	University of Chester	NWUPC	Training	£125	Contact Sarah Williams (0161 234 8003, sarah.williams-3@manchester.ac.uk)
31 January 2012	Measuring and Reporting Procurement Performance	0.5 Day	TBC	APUC	Training	Free to APUC members*	sconnor@apuc-scot.ac.uk
Feb 2012	EAUC/APUC Sustainable Procurement Topic Support Network	0.5 Day	TBC	EAUC/APUC	Workshop	Free to APUC and EAUC members	sconnor@apuc-scot.ac.uk
08 February 2012	Brilliant Persuasion & Influencing Techniques	1 Day	University of Liverpool	NWUPC	Training	£125	Contact Sarah Williams (0161 234 8003, sarah.williams-3@manchester.ac.uk)
28 February 2012	Developing a Commodity Strategy	0.5 Day	TBC	APUC	Training	Free to APUC members*	sconnor@apuc-scot.ac.uk
07 March 2012	The Procurement Cycle	1 Day	Liverpool John Moores Univ	NWUPC	Training	£125	Contact Sarah Williams (0161 234 8003, sarah.williams-3@manchester.ac.uk)
27 March 2012	Expenditure analysis workshop	0.5 Day	TBC	APUC	Workshop	Free to APUC members*	sconnor@apuc-scot.ac.uk
24 April 2012	Open Procurement Session	1 day	Inverness/Aberdeen	APUC	Workshop	Free to APUC members*	sconnor@apuc-scot.ac.uk
25 April 2012	Managing Supplier Relationships	1 Day	University of Manchester	NWUPC	Training	£125	Contact Sarah Williams (0161 234 8003, sarah.williams-3@manchester.ac.uk)
17 May 2012	Managing the Tender Process	1 Day	University of Salford	NWUPC	Training	£125	Contact Sarah Williams (0161 234 8003, sarah.williams-3@manchester.ac.uk)
22 May 2012	Contract and Supplier Management	0.5 Day	TBC	APUC	Training	Free to APUC members*	sconnor@apuc-scot.ac.uk
21 June 2012	Understanding Business Finance	1 Day	University of Liverpool	NWUPC	Training	£125	Contact Sarah Williams (0161 234 8003, sarah.williams-3@manchester.ac.uk)
26 June 2012	EU / Case Law Update	0.5 Day	TBC	APUC	Training	Free to APUC members*	sconnor@apuc-scot.ac.uk
17 July 2012	Introduction to Business Body Language	1 Day	Liverpool John Moores Univ	NWUPC	Training	£125	Contact Sarah Williams (0161 234 8003, sarah.williams-3@manchester.ac.uk)

NOTES

APUC events will generally take place in Edinburgh, Glasgow or Stirling depending on demand – additional APUC courses/workshops may be scheduled, subject to demand, elsewhere (Dundee, Aberdeen or Inverness). Please contact Stephen Connor to arrange.

An Introduction to Procurement Law on-line training portal is now available free of charge for staff across the public sector in Scotland. It is provided by the Scottish Government and can be accessed here- <https://www.hmacademy.co.uk/>

Sustainable Procurement Training based on the Marrakesh Task Force methodology will be available to the HE/FE sector Spring 2012. The content for this course will be tailored for the sector through the Topic Support Network in February