

# TENDERING AND BID WRITING

*The Hollin Workshop on Tendering and Bid Writing is a one day interactive workshop aimed at bid teams, introducing participants to a behavioural perspective on tender processes, from pre-qualification through to the final submission, including behaviourally sound CVs.*



Hollin Consulting are the UK's leading behavioural management techniques consultancy, specialising in applying behavioural science based solutions to organisations to improve leadership skills, business efficiency and safety. Behavioural Management Techniques (BMT) is a blend of applied behavioural science tools and project management skills.

## Included in the workshop:

- A course booklet by Howard Lees
- Identifying the client's values and convert them into behavioural statements
- Understanding behavioural models used by the client organisation
- Understanding the client's partnering strategy; defining what the contractor can contribute
- Creating behavioural science-based responses for typical questions
- Reviewing strengths and weaknesses within the tender; how to best present these
- Identifying likely demands from the client during the programme
- A Behavioural Health Check for agreed behaviours within the programme
- Identifying key measures and scoring processes
- Writing behaviourally sound CVs
- Getting the best from your technical specialists

This is a one-day course delivered by two consultants, with an hour for lunch and refreshment breaks throughout the day. The course is designed to create a relaxed environment conducive to learning new skills.

*For more information,  
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