# Strategic Tendering and Bidding for Construction Contracts Training Course

16 - 20 Nov 2026

Cape town

4600 € (Per Person)

Ref: #CON9117_272111

## Course Introduction / Overview:

This intensive training course provides a comprehensive A-to-Z guide on mastering the complexities of tender management and strategic bidding within the highly competitive construction industry. The program is meticulously designed to equip participants with the essential skills and strategic foresight needed to navigate the entire tendering lifecycle, from initial opportunity assessment to successful contract award. Moving beyond mere procedural knowledge, this course delves into the strategic decision-making that underpins winning bids. As discussed by leading academics like John Murdoch and Will Hughes in their seminal work, "Construction Contracts: Law and Management," a successful bid is a blend of technical compliance, commercial acumen, and legal astuteness. Participants will explore advanced techniques in bid-no-bid analysis, risk mitigation, competitive pricing, and contract negotiation. BIG BEN Training Center has developed this curriculum to transform your approach, enabling you to prepare compelling, compliant, and commercially viable proposals that stand out. This course emphasizes practical application, ensuring that theoretical concepts are translated into actionable strategies that deliver tangible results and a significant competitive advantage in the construction marketplace.

## Target Audience / This training course is suitable for:

- Contracts Managers and Administrators.
- Project Managers and Project Engineers.
- Tendering and Bidding Managers.
- Procurement and Purchasing Professionals.
- Quantity Surveyors and Cost Estimators.
- Commercial Managers.
- Business Development Managers in construction firms.
- Construction Company Executives and Directors.
- Legal Advisors involved in construction projects.

## Target Sectors and Industries:

- General and Specialized Construction.
- Civil Engineering and Infrastructure Development.
- Real Estate and Property Development.
- Oil and Gas Projects.
- Power and Utilities Sector.
- Government agencies and public sector entities involved in public works.
- Architectural, Engineering, and Consulting Firms.

## Target Organizations Departments:

- Tendering and Estimation Department.
- Contracts and Procurement Department.
- Project Management Office (PMO).
- Business Development and Sales Department.
- Commercial and Finance Department.
- Legal and Compliance Department.
- Engineering and Operations Department.

## Course Offerings:

By the end of this course, the participants will have able to:

- Develop a strategic framework for identifying and evaluating tender opportunities.
- Master the process of preparing comprehensive and compliant bid documentation.
- Conduct thorough risk analysis and develop effective mitigation strategies for bids.
- Formulate competitive and profitable pricing and costing strategies.
- Analyze and interpret complex construction contract terms and conditions.
- Enhance negotiation skills for post-tender clarifications and contract finalization.
- Manage the entire bidding process with greater efficiency and effectiveness.
- Understand the legal implications and common pitfalls in construction tendering.

## Course Methodology:

The training methodology at BIG BEN Training Center is designed to be highly interactive, engaging, and practical, ensuring that participants can immediately apply their learning in real-world scenarios. This course moves beyond traditional lectures, employing a blended learning approach that includes expert-led presentations, in-depth case study analyses of successful and unsuccessful construction bids, and collaborative group workshops. Participants will engage in hands-on exercises, such as drafting key sections of a tender proposal and simulating a bid evaluation process. Team-based activities will encourage peer-to-peer learning and the sharing of diverse industry experiences. Interactive Q&A sessions and open forums will provide ample opportunity for participants to address specific challenges they face in their roles. The facilitator will provide continuous feedback and guidance, fostering a supportive learning environment where complex concepts in strategic tendering and contract management are made clear and accessible. The focus is on building practical skills and strategic thinking, not just on theoretical knowledge.

## Course Agenda (Course Units):

### Unit One: The Strategic Landscape of Construction Tendering

- Introduction to the tendering and bidding lifecycle.
- Understanding different procurement routes in construction (Traditional, Design-Build, PPP).
- Analyzing the construction market and identifying key opportunities.
- The strategic importance of the bid-no-bid decision-making process.
- Developing a corporate tendering strategy and policy.
- Understanding client objectives and evaluation criteria.
- An overview of e-tendering platforms and digital submission processes.

### Unit Two: Mastering Bid Preparation and Proposal Development

- Deconstructing the Invitation to Tender (ITT) and tender documents.
- Assembling and managing an effective bid team.
- Developing a detailed bid plan and timeline.
- Writing compelling technical and commercial proposals.
- Techniques for presenting qualifications, experience, and methodology.
- Ensuring full compliance with all tender requirements.
- Final bid review, quality assurance, and submission protocols.

## Unit Three: Advanced Costing, Pricing, and Financial Strategy

- Fundamentals of construction cost estimation and control.
- Techniques for building a detailed and accurate cost estimate.
- Developing a strategic pricing model for competitive advantage.
- Understanding overheads, profit margins, and risk allowances.
- Conducting sensitivity analysis and financial modeling for bids.
- Strategies for value engineering to enhance bid competitiveness.
- Presenting the financial proposal with clarity and confidence.

## Unit Four: Managing Risk and Legal Frameworks in Bidding

- Identifying and assessing commercial, technical, and contractual risks.
- Developing a comprehensive risk register and mitigation plan.
- Understanding key construction contract types (Lump Sum, Cost-Plus, FIDIC).
- Analyzing critical contract clauses related to payment, liability, and disputes.
- Common legal pitfalls in the tendering process and how to avoid them.
- The role of bonds, guarantees, and insurance in construction bids.
- Managing pre-contractual agreements and letters of intent.

## Unit Five: Post-Tender Negotiations and Contract Award

- Managing post-tender clarifications and communications with the client.
- Preparing for and conducting effective post-tender negotiations.
- Strategies for negotiating price, scope, and contractual terms.
- Understanding the contract award process and procedures.
- Conducting a lessons-learned analysis on both won and lost bids.
- Effective handover from the bid team to the project execution team.
- Building a continuous improvement cycle for future tendering success.

# FAQ:

## Qualifications required for registering to this course?

There are no requirements.

## How long is each daily session, and what is the total number of training hours for the course?

This training course spans five days, with daily sessions ranging between 4 to 5 hours, including breaks and interactive activities, bringing the total duration to 20 - 25 training hours.

## Something to think about:

In an era of increasing material cost volatility and supply chain disruptions, how must traditional risk assessment models within construction bidding evolve to maintain project profitability and competitiveness?

## What unique qualities does this course offer compared to other courses?

This course distinguishes itself by moving beyond the procedural aspects of filling out forms and focusing intensely on the strategic decision-making that truly defines a winning bid. While other programs may concentrate on the mechanics of submission, this curriculum integrates the commercial, technical, and legal dimensions of tendering into a cohesive strategic framework. It emphasizes the "why" behind every action, from the initial bid-no-bid decision to the final negotiation tactics. The content is rooted in contemporary industry challenges, addressing real-world scenarios such as managing price escalation risks and navigating complex contractual landscapes like FIDIC. Rather than providing generic templates, the course equips participants with the analytical skills to deconstruct tender requirements, identify hidden client priorities, and craft a value proposition that resonates. The practical, case-study-driven approach ensures that participants learn not just the theory but also the art of strategic positioning, enabling them to transform their organization's bidding process from a reactive function into a proactive engine for sustainable growth.