

How to be successful

a masterclass in buying and managing consultancy

The North West Centre of Excellence is pleased to announce that it will be hosting a masterclass for councils in buying and managing consultancy services.

Delivered by The Consultant Connection Limited, the three hour event will give participants the confidence, insight and best practice to get the most from their consultants.

Features

- A high energy, interactive event which provides an understanding of the business models, commercial drivers and motivations of consultants.
- An introduction to the importance of control and transparency and how to gain them.
- Techniques to help you decide whether to engage a consultancy or develop your own resources.

Who should attend

The masterclass is aimed at all staff responsible for buying and managing consultancy services.

Masterclass details

When: 9.00am to 1pm Friday 22nd February

Where: [The Red Rose Hub, Preston](#)

Booking Link: http://www.nwce.gov.uk/view_event.php?id=127

Supporting information

Participants are advised to read two publications before attending:

- 'Commissioning Toolkit for the Procurement of Consultancy and Professional Services' published by the London Centre of Excellence and available at www.lcpe.gov.uk. This is particularly important if you are deciding whether to commission a consultancy or develop an internal resource.
- 'How to be Successful in Procuring Consultants' published by the Regional Centres of Excellence Procurement Programme and available at www.rcoe.gov.uk. It provides an insight into the business drivers of consultants and is essential reading once you have commissioned a consultancy.

