### Developing a Commercial Skills Academy in Cambridgeshire

#### Appendix 1



## Objectives of the Academy

Equip managers with the skills to make the correct commissioning decisions and maximise the outcomes from a reduced level of third-party spend

Equip managers with the skills to drive maximum value from contracts and suppliers

Ensure the transformational change and outcomes are sustainable and embedded within the organisation's people and culture

Provide further opportunities for trading and income generation







# **Components and Modules**

The	Engaging with		Defining
Commissioning	the Supplier		Outcome Based
Cycle	Market		Requirements
Producing	Critical Success		Managing
Effective	Factors in		Performance in
Contracts	Contracts		Contracts
Managing Risk in Contracts	Supplier Engagement Methodology		Understanding suppliers' value drivers
Negotiation Skills			nercial onships



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# What does the programme look like?

