

Course Schedule Autumn 2011

Course name and description	Dates in Nov/Dec 2011
1. Commercial IT Skills Builder <i>Building software procurement Savings Techniques</i>	Mon. 28th
2. IT Supplier Negotiation Skills <i>Successful negotiation with IT suppliers and driving the Best Deal</i>	Tues. 29th
3. IT Outsourcing <i>Successful outsourcing of Datacentres, helpdesks, applications</i>	Wed. 30th
4. Advanced Software Procurement <i>Advanced techniques in IT procurement</i>	Thurs. 1st
5. IT Supplier Management <i>Managing software supplier performance</i>	Fri. 2nd