

## Course Schedule Autumn 2011

	Sept 2011	Nov/Dec 2011
<b>1. IT Commercial Awareness &amp; Savings Techniques</b>	<b>Mon 19th</b>	<b>Mon 28th</b>
<b>2. IT Negotiation Skills &amp; Driving the Best Deal</b>	<b>Tue 20th</b>	<b>Tue 29<sup>th</sup></b>
<b>3. Successful IT Outsourcing, Procuring Saas &amp; IT Services</b>	<b>Wed 21st</b>	<b>Wed 30th</b>
<b>4. Advanced Software Procurement</b>	<b>Thurs 22nd</b>	<b>Thurs 1st</b>
<b>5. IT Supplier Performance Management</b>	<b>Fri 23rd</b>	<b>Fri 2nd</b>