



Commerce Decisions

AWARD®

# EVALUATION MASTERCLASS SERIES:

## 5 Expert Courses

**Boost Your Skills, Expand Your Impact**  
**Earn 30 CPD Hours While Maximising Your Potential**

# CPD







Commerce Decisions

AWARD<sup>®</sup>

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# INTRODUCING THE EVALUATION MASTERCLASS

Commerce Decisions is at the forefront of best practice procurement, having supported over \$500bn/£300bn of procurement spend globally.

We have gained extensive experience on hundreds of strategic projects. We know what works, what doesn't, and what your teams should be focusing on this year.

This Masterclass Series is your unique chance to tap into our world-leading expertise and learn directly from our trusted team, who support some of the largest, most complex projects globally.

With a combined 150+ years' experience supporting and developing public sector evaluation, our expert consultants know complex procurement inside out and are ready to impart this knowledge to your organisation.



# EVALUATION MASTERCLASS

COURSE  
**01**

## Principles of Tender Evaluation

Understand key principles for delivering effective tender evaluations that ensure robust competition, minimise legal risks, and achieve value for money.

COURSE  
**02**

## Conducting Successful Evaluations

Gain practical advice on assessing tenders, writing consistent rationales, and avoiding bias or challenges during the evaluation process.

COURSE  
**03**

## Weighting Workshop

Learn different weighting methods, overcome challenges, and choose suitable approaches to create well-structured tender evaluations.

COURSE  
**04**

## Value for Money

Explore how to achieve best value between cost and quality, avoid common pitfalls, and optimise procurement outcomes with rigorous methodologies.

COURSE  
**05**

## Effective Criteria Writing

Develop skills to design precise evaluation criteria, structure quality assessments, and improve bidder responses while reducing risks.



# WHY BOOK THE MASTERCLASS ?

- Access insight direct from the world-leading experts, across these 5 pivotal areas, so you can transform your project outcomes.
- Learn the practical skills to deploy on your own projects and programmes, and how to put these into practice for maximum effect.
- Discover how to work smarter, get better value from your budget, and understand how your organisation can benefit from better procurement outcomes.
- Take the opportunity to upskill and align your key stakeholders on what it takes to deliver procurement excellence.
- Earn 6 CPD learning hours from each of the 5 courses for a total of 30 CPD learning hours.



## Each Component Course

- Will be delivered in-person or virtually depending on your requirements.
- Is available as team training for up to 12 delegates from your organisation\*, alternatively individual seats can be purchased subject to availability.
- Is suitable for all key stakeholders involved in procurement projects at any level, across any department – from Procurement to Legal, Project or Programme Managers/Directors, Category Management, Commercial, Services and Senior Leaders.
- Provides a course certificate and digital badge upon completion, to recognise and reflect the level of expertise achieved.

\*Please get in touch via the details below if you'd like to discuss booking individual courses or any other alternative training requirements



# PRINCIPLES OF TENDER EVALUATION

Elevate Your Procurement Expertise

Expertly designed for both new and experienced procurement professionals, this dynamic course sharpens your skills and empowers confident decision-making with proven strategies.

Gain practical tools and repeatable techniques to plan and execute effective tender evaluations that drive superior outcomes, mitigate risks, and maximise value for money.

Key Learning Outcomes:

- **Learn** how to design and apply robust evaluation criteria to deliver defensible, high-impact procurement decisions.
- **Discover** strategies to achieve best value for money, select the Most Advantageous Tender (MAT), and manage procurement risks effectively.
- **Establish** how to gain control and reduce risk through the application of sound evaluation models, tiered weighting systems, and basis of selection formulas.
- **Refresh** your approach with global best practices from diverse procurement projects.
- **Heighten** your planning, execution, and reporting skillset on competitive tenders for stronger project performance.

Return to your role equipped to make smarter decisions, secure superior supplier value, and enhance your organisation's competitive edge.

[CLICK HERE TO BOOK](#)

COURSE FEEDBACK

**“EXCELLENT. ENABLED A MUCH BETTER  
UNDERSTANDING OF THE PROCESS &  
PITFALLS – WELL DONE!”**





# CONDUCTING SUCCESSFUL EVALUATIONS

Master the procurement process

The evaluation phase is critical to any procurement and how it's conducted will make the difference between a successful or unsuccessful outcome. This course provides practical, implementable, and clear advice to evaluators preparing to assess tenders.

This course offers best practice guidance to support a successful evaluation, enhancing your skillset to empower confident, unbiased, and defensible decision making.

Key Learning Outcomes:

- **Become** an effective evaluator, with the ability to define the objectives and focus of your evaluation.
- **Gain** confidence in conducting consensus meetings that are truly effective
- **Learn** how to write strong and consistent rationale, ensuring your evaluation avoids bias and mitigates the risk of a successful challenge.
- **Develop** your skills to manage your next procurement smoothly and quickly, select your winning bid with confidence.

Drawing from over 20 years of global procurement expertise, this course equips you with the tools and insights to improve tender assessments and elevate your role as an effective evaluator.

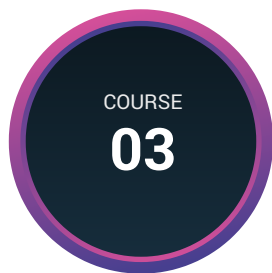
[CLICK HERE TO BOOK](#)

COURSE FEEDBACK

**“INFORMATIVE AND USEFUL - WILL BE PUTTING IT INTO PRACTICE WHEN I’M BACK AT MY DESK!”**







# WEIGHTING WORKSHOP

Unlock the power of weighting to transform decision-making

Gain the confidence and skills to make better, faster decisions in procurement with this hands-on workshop. By developing expertise in weighting techniques, you'll enhance your ability to evaluate and prioritise criteria effectively, leading to more successful tender outcomes and better stakeholder engagement.

Key learning outcomes:

- **Understand** why weighting is critical to achieving the right procurement outcome.
- **Recognise** psychological influences that can impact weighting decisions and learn strategies to limit them.
- **Explore** and workshop various weighting methods, understanding when different approaches or combinations are most appropriate.
- **Identify** key factors and determine how to prioritise them effectively to improve decision-making.
- **Implement** a structured weighting process to save time, increase transparency, and ensure legal compliance while driving optimal outcomes.

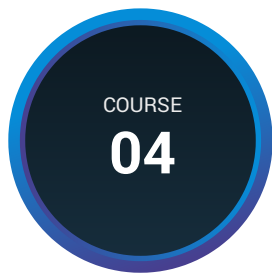
Through interactive exercises and practical guidance, you'll build the skills to apply weighting confidently and methodically, improving procurement results and stakeholder engagement.

[CLICK HERE TO BOOK!](#)

COURSE FEEDBACK

**"IT WAS VERY HELPFUL FOR MY CAREER"**





# VALUE FOR MONEY

Elevate your basis of selection method expertise to optimise outcomes

Grounded in first-hand experience and supported by in-depth technical analysis, this course empowers you to confidently select the most effective basis of selection formula for achieving optimal value for money. For perhaps the first time, you'll gain a comprehensive understanding of the impact of your basis of selection method, along with the key factors needed to truly deliver value for money. It will also introduce our own Real Value for Money methodology (also known as Willingness to Pay), which ensures:

Key learning outcomes:

- **Learn** about the Value for Money context and how to balance financial and non-financial elements to best achieve it.
- **Understand** the different basis of selection methods used to evaluate Value for Money, their strengths and weaknesses and common pitfalls.
- **Discover** how to address key procurement risks through using various basis of selection methods.
- **Recognise** key areas where gaming opportunities can be prevalent.

This course will also teach you how best to approach the financial evaluation by examining various basis of payment options, what risks they mitigate, and which elements should be evaluated depending upon the type of procurement.

- A **robust and efficient** method for you to define and agree what you mean by value for money.
- A **transparent** mechanism for articulating the value attributed to levels of capability.
- A **robust** way of ranking each and every bid that does not change, irrespective of the other bidders' submissions.
- The **ability** for each bidder to optimise their bid in order to deliver the best value in accordance with the buyer's desired outcomes.

[CLICK HERE TO BOOK!](#)

COURSE FEEDBACK

**“GREAT INSIGHT INTO ACHIEVING VALUE FOR MONEY. THANK YOU TEAM!”**





# EFFECTIVE CRITERIA WRITING

Craft Criteria That Elicit Stronger, More Effective Bidder Responses

Achieve better procurement outcomes by mastering the art of designing evaluation criteria that drive success. This course focuses on helping you make the right decisions early in the process, ensuring a strong foundation for effective and defensible evaluations. By starting with clear evaluation aims, you'll learn how to identify what to evaluate, define the evidence you need from bidders, and create guidance to help your team assess submissions with confidence and consistency.

With practical tools, proven approaches, and expert insights, this course will empower you to write impactful evaluation criteria that improve bidder responses, reduce legal risks, and deliver stronger tendering results. You'll also learn how scoring mechanisms influence outcomes and how to tailor criteria to meet the unique objectives and risks of your projects.

Key Learning Outcomes:

- **Gain** expertise in Structured Criteria Development from leading professionals.
- **Understand** what makes a strong criterion and how to optimise bidder responses.
- **Explore** different styles of criteria and learn when and how to use each effectively.
- **Learn** how scoring mechanisms influence evaluation outcomes and how to use them strategically.

Return to your role equipped to design precise, effective criteria that support better procurement decisions and ensure successful outcomes.

[CLICK HERE TO BOOK!](#)

COURSE FEEDBACK

**“THE COURSE AND THE TUTOR WERE  
1ST CLASS IN ALL ASPECTS”**





[Click here to book!](#)

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Empowering Procurement Excellence

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