

## **Commercial Capability Building for Public Sector Organisations**

**Public Sector markets are experiencing considerable and sustained structural change**

- **Cost pressures are increasing**
- **Demand for services is growing**
- **Large-scale transactions and service reconfigurations are becoming more common**
- **The way services are being commissioned is changing, increasing competitive pressure and bringing new players to market**

**Existing business models may no longer deliver in this changing environment**

**Commercial capability urgently needs to be developed in order to enable organisations in the public sector to adapt to delivering services in a more commercially sustainable way**

**Caja can support your organisations to meet these challenges through:**

- **Commercial strategy development**
- **Commercial capability training and coaching**

**We can tailor our support to target specific areas of need across your leaders and managers**

## Commercial Capability Training

**Leaders and managers in the public sector need to acquire and develop new skill, and we can provide training in the following modules, tailored to your needs:**

Performance Management	Understanding the drivers of performance and using management information to give the insight decisions and actions
Business Positioning	Bringing together a thorough evaluation of your markets, competitions and customers to determine your best offer and optimal strategic direction
Business Planning & Forecasting	Building a forecast model and translating it into a compelling business plan to support operational decision making
Presenting with Impact	How to ensure you do the best job of presenting your business plan
Tender Writing	Deciding to bid, managing a bid process and writing a bid in a way that gives you the best chance of success
Negotiation Skills	The format and style of negotiations, how to prepare and get the best outcome for your organisation
Commercial Structuring	What are the available types of commercial structure, what are they used for and why? What documentation and key elements we commonly see and what to look out for

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