

TRENDING TOPICS



The Right Way To Do Virtual Negotiations

Part science, part art, face-to-face negotiation is hard enough to master without the COVID curve ball. Unfortunately, time and tide wait for no one, negotiations must continue, deals must be brokered, and all of it has to be done virtually.

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You Get What You Ask For: A Guide to Specification Writing

In the beginning, there was ... the specification. The difference between what you needed and what you got can be traced back to this all-important document. And in today's volatile markets, good specification writing has never been more vital.

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Give it to Me Straight: Write Effective Tender Evaluations

Tender evaluations are powerful documents, with the ability to greenlight a project and get the contract underway quickly, or act as a roadblock, stalling progress, frustrating suppliers and potentially leading to cost blow-outs.

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SPECIAL OFFER

Get the

✓ KNOWLEDGE

✓ TOOLS

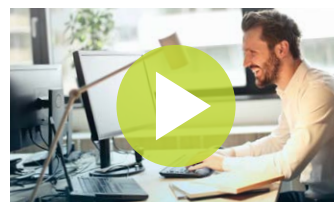
✓ STRATEGIES

to work smarter and gain competitive advantage so you truly stand out.

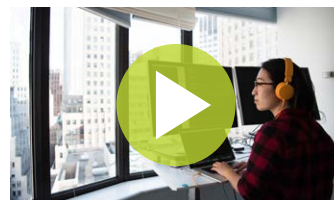
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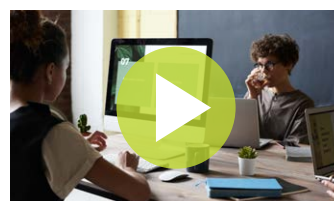
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[How to Develop Specifications](#)



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