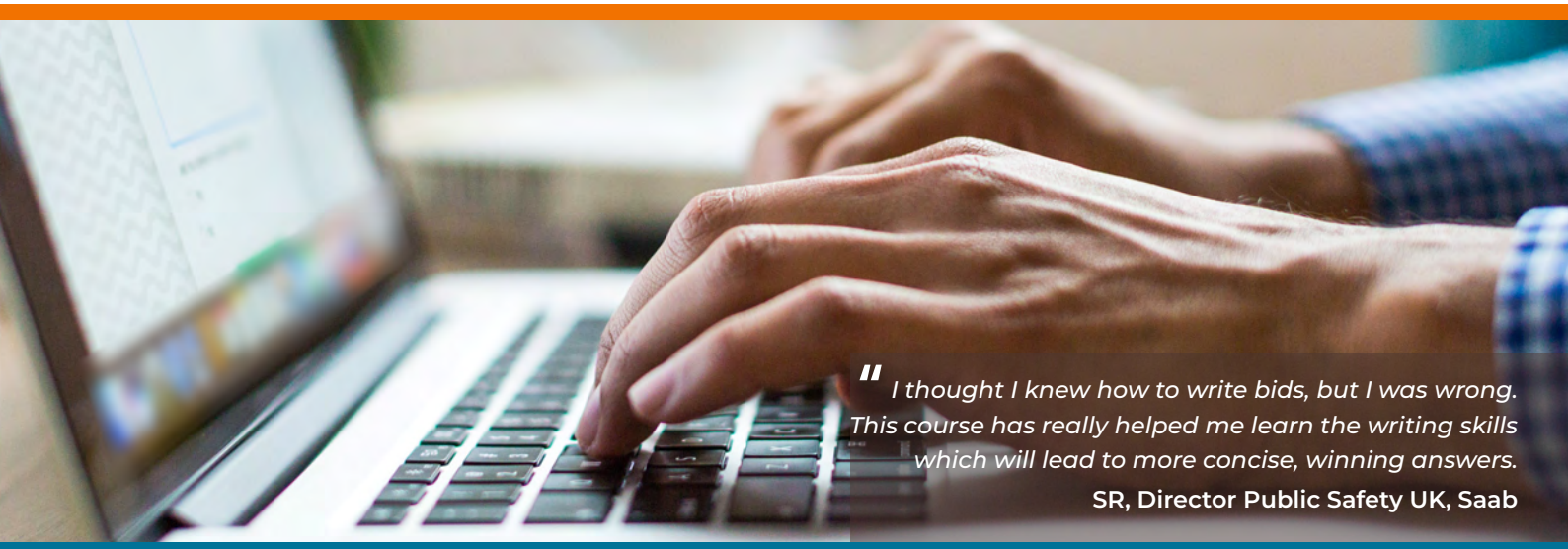
Win More Bids and Tenders

Learn how to write high-scoring answers



Launch into effective action when the next bid arrives

Get the winning formula

Responding to bids and proposals is critical to winning business. But it can be an overwhelming task for bid writers, subject matter experts and business developers.

Your bid team needs a winning formula for writing their next bid.

Your team will get step-by-step guidance in how to:

- Fully answer the questions
- Quickly populate their first drafts
- Craft high-scoring, customer-focused answers
- Increase their scores and win-rate

Bid Writing Training — 2-Day Course – classroom or online

- Understanding the Bid Lifecycle
- Answering the Question
- Writing High-Scoring Answers
- Crafting High-Impact Executive Summaries
- Producing Compelling Sales Proposals
- Conducting Effective Reviews Process

Call +44(0)20 8371 9444 for details on course modules and pricing

Training and delivery

Face-to-face delivery (Covid permitting)

Conducted via Zoom/Teams for up to 18 people

Can be tailored to your requirements

Optional customisation using client content –
with an additional 5 slide sets, 4 exercises and 2 handouts

33 Handouts

7 Interactive exercises

1 Year Free online Access*

** to the entire course*

Average training feedback scores: 87% for content & delivery