

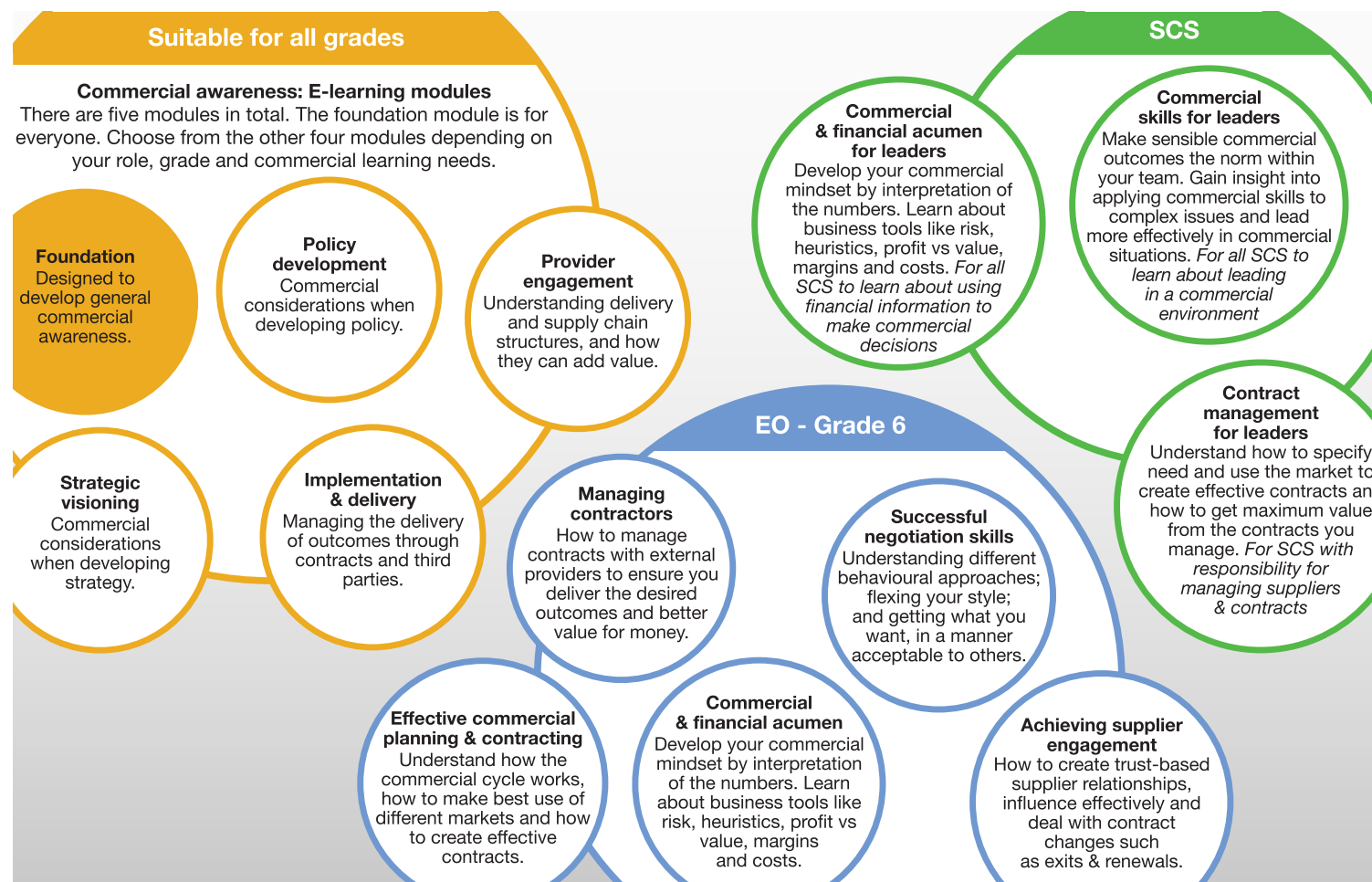


# The Commercial Core Skills Offer

Learning to help build your commercial capability

“ Raising commercial skills is a key part of Civil Service Reform. This is because we spend £240bn of taxpayers’ money with third parties to deliver public services, including £40bn in central government alone. In an era of increased demand and less resource it is more crucial than ever to spend every penny of it well. ”

**Bill Crothers Chief Commercial Officer**



## Related Learning Material

### Further reading for all civil servants

- Top tips to improve your commercial awareness
- Negotiation skills learning guide
- Consulting with experts workplace learning activity
- What is a contract? - A definition of what constitutes a contract

### Further reading for those at HEO/SEO level

- Contract Management Standards and Principles
- Risk management in procurement
- Stakeholder identification and consultation workbook

### Further reading for senior leaders

- Research Paper - Public vs Private Sector Contracting
- White Paper - Basics of Relational Contracting Model
- Review of Major Contracts (Serco & G4S)
- Laidlaw Enquiry Report