

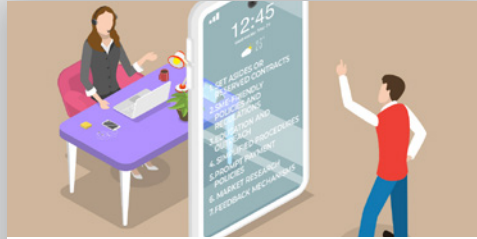
TRENDING TOPICS



You're Probably a Victim of Procurement Fraud. Here's How to Spot It and Stop It.

Procurement fraud refers to the manipulation or misrepresentation within an organisation's procure-to-pay process for personal gain or to cause financial harm, often exploiting weaknesses in processes.

[Read more ...](#)



Government's 'AusTinder' Approach to Procurement Overlooks Value in SMEs.

Let's take a look at why SMEs are so valuable as vendors, and how to increase their participation. SMEs wield a unique agility owing to their concise management hierarchies and speedy decision-making processes.

[Read more ...](#)



27 Mistakes Salespeople Make During Negotiations (and How to Avoid Them).

The art of negotiation is a crucial skill, as salespeople frequently engage with prospects and clients. The problem is, in today's marketplace, buyers – whether individuals or corporate entities – are more aggressive.

[Read more ...](#)

SPECIAL OFFER

Case Study: Procurement Improvement in an Australian Company.

Comprara Joint CEO Milan Panchmatia tells the story of improving procurement at a major Australian company and along the way answers these 5 key questions:

- What can procurement consultants deliver?
- What is the best way to reduce costs?
- How to evaluate alternative suppliers?
- How do you drive improvement in procurement?
- How do you measure success?

You'll find Milan's insights from a practical on-the-ground case study very enlightening and thought-provoking.

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WATCH AND LEARN

Below are this month's featured courses from our Academy of Procurement.



[Legal Course: Is a Contract Necessary?](#)



[Legal Course: Rejecting a Delivery](#)



[Contracts and Issues in Procurement](#)

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