

Managing Proposal Strategies



Learn how to effectively manage your proposal development team. Understand your team's strengths and choose the best management and communication strategies to help them perform their best.

Participant Outcomes

- Recognize **what makes an effective proposal**
- Analyze RFP (Request for Proposals) for **“hot button” customer needs**
- **Communicate efficiently** with the proposal team to develop all phases of the proposal
- Facilitate team communication to **effectively include all team members**
- Motivate the team by **empowering each member to use their strengths** synergistically

Material Covered

- Understanding the RFP
- Developing a Win Strategy
- Managing a Proposal Team
- Team Communication
- Proposal Reviews

Workshop Info

Pricing* \$19,000

Max Participants 25

Length & Delivery 2-day, 2 Consultant
In-Person or Virtual

Pricing includes customization, all workshop material, and follow-up coaching for 1-year.

**Talk with an IFI consultant for additional pricing, content and delivery options.*

Organizational Outcomes

- Improved proposal win percentage
- Increased proposal resource efficiency
- Decreased proposal team frustration



Just a Little Bit Better

Habits & skills form when we consistently and regularly apply principles, becoming just a little bit better one “drop” at a time.

Our training process transfers skill through:

- **Pre-workshop customization**
- **Engaging, tool-based workshops**
 - Fun, 70% exercise-based workshops
- **Regular post-workshop follow-up**
 - Follow-up for one year following training

Find out more at <https://ifitraining.com/mps>



IFI training

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