

**Training
Course**

**Advanced Security Management
& Risk Mitigation**

Course Plan

Introduction

In an increasingly complex and unpredictable global environment, advanced security management and effective risk mitigation are essential for protecting assets, information, and people. This training program is designed to equip security professionals and managers with the knowledge and practical skills required to develop, implement, and maintain comprehensive security strategies. Participants will explore modern threats, risk assessment methodologies, crisis management, and advanced security technologies to enhance resilience and ensure organizational continuity.

Course Objectives:

- ✓ Understand the fundamentals and advanced principles of security management.
- ✓ Identify, analyze, and mitigate various types of security risks.
- ✓ Develop and implement comprehensive security plans and risk management frameworks.
- ✓ Enhance skills in incident response, crisis management, and business continuity planning.
- ✓ Integrate modern security technologies and intelligence into operations.
- ✓ Foster a proactive security culture within organizations.

Who Should Attend?

- Security managers and supervisors
- Risk management professionals
- Facility and operations managers
- Health, Safety, and Environment (HSE) officers
- Crisis and emergency response teams
- Senior executives responsible for security oversight
- Anyone seeking to advance their skills in security management and risk mitigation

Training Methods:

- ✓ Online Video material.
- ✓ Presentation.
- ✓ Live Interactive sessions.
- ✓ Course presenter will make extensive use of all tools that will be needed for the virtual environment.
- ✓ Questions & Answers

Course Outline:

Day One

- Introduction to Bids and Tendering
- Understanding the Tendering Process
- Types of Tenders (Open, Selective, Negotiated, etc.)
- Identifying and Qualifying Tender Opportunities
- Analyzing Tender Documents and Client Requirements

Day Two

- Formulating a Bid Strategy
- Building a Winning Bid Team
- Preparing Bid Plans and Schedules
- Technical Proposal Writing and Presentation
- Commercial Proposal Development and Pricing Strategies

Day Three

- Understanding and Managing Tender Compliance
- Risk Assessment in Bidding and Contracting
- Cost Estimation and Budgeting for Bids
- Building Competitive Advantage in Proposals
- Common Mistakes in Bids and How to Avoid Them

Day Four

- Legal and Ethical Considerations in Tendering
- Subcontractor and Partner Management in Bids
- Bid Review and Approval Processes
- Submission Best Practices and Requirements
- Bid Presentation and Client Engagement Techniques

Day Five

- Negotiating Contract Terms and Conditions
- Contract Award and Post-Tender Activities
- Contract Mobilization and Execution
- Lessons Learned: Post-Bid Review and Analysis
- Continuous Improvement in Bids and Tendering Practices

Training Details

Course Duration	5 Days
Pre-Schedule	21 – 25 Dec 2025
Venue	Dubai – The H Hotel
Training Fees Per Person	KWD 1600 (One Thousand Six Hundred Only)
Course Fees Include	<ul style="list-style-type: none"> ✓ Tuition documentation ✓ Curriculum and Training Handout ✓ Five star Lunch ✓ Completion Certificates