

## Highlights

- Speedier, more cost-effective contracts
- Increased competitiveness
- Improved specific skills

# Energising skills to boost competitiveness



DONG Energy is one of Northern Europe's leading energy groups, procuring, producing, distributing and trading in energy and related products across the region, including wind and thermal power. The company is based in Denmark, and has approximately 6,500 employees.

## Improving competitiveness through CIPS Tailored Skills Training

The Procurement division of DONG Energy is responsible for negotiating terms and establishing best-value contracts for its entire business. Group Procurement is divided into four sub divisions of indirect & IT procurement; exploration and production procurement; Customer & Markets and Facility Management procurement; and Thermal power procurement. There is also a separate Wind Procurement division.

Determined to boost its competitiveness alongside larger energy companies, DONG chose CIPS Tailored Skills Training for its employees in order to upskill their staff and ensure a consistent and effective approach to negotiation.

“Enlightening course, giving me some good tactics and theoretical perspectives.”

LARS ROMME WITTMANN,  
MANAGER

# Generating key negotiation skills to boost employee confidence

## Why CIPS Tailored Skills Training?

With occasionally only a limited number of suppliers to draw upon, DONG Energy wanted to establish itself as more than capable of operating alongside larger energy companies, and CIPS Tailored Skills Training has helped them to achieve this.

The company was seeking a better understanding of the negotiation process and wanted to equip its workforce with the necessary skills to conduct successful negotiations through CIPS Practical Negotiation and Leading Edge Negotiation courses. DONG Energy has worked with CIPS in the past, and wanted to use an acknowledged industry leader to deliver training specifically tailored to the company's needs.

### Benefits of CIPS Tailored Skills Training

- **Savings:** Stronger negotiations are leading to cost savings on contracts
- **Speed:** Negotiations are faster, with contracts established much more quickly due to highly trained staff
- **Skills:** Upskilling the workforce has improved competency across DONG's procurement division
- **Relevance:** Tailored Skills Training has directly equipped employees with the relevant skills for their role within the organisation
- **Targeted:** The course has addressed specific issues by targeting procurement skills and knowledge gaps identified by DONG.

## ABOUT DONG ENERGY

Established in 2006 by the merger of six Danish energy companies, DONG was created as a vehicle to develop Danish energy activities. Since then, the company has expanded significantly through organic growth and acquisitions both in Denmark and across Europe. As a result of the merger, the company boasts a wealth of experience in oil and natural gas exploration and production, electricity generation (at both power stations and renewable energy facilities), natural gas and electricity distribution and sales and energy advice.

### KEY FACTS

**Current market leader in offshore wind power.**  
**Supplies energy to customers in the Danish, Swedish, German, Dutch and United Kingdom markets and trades on European energy hubs and exchanges.**

### SPECIALISMS

**Oil and natural gas exploration and production**  
**Natural gas distribution**  
**Electricity and heat generation**  
**Offshore wind power**

“ This was an enjoyable and informative course, good interactions and training exercises. ”  
Very good course, and the tutors were first-class, a refreshing change.

COURSE PARTICIPANTS, DONG ENERGY

### CONTACT US

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