XCELERATE TRAINING INSTITUTE

your learning & development partner

PROCUREMENT, LOGISTICS AND SUPPLY CHAIN MANAGEMENT

Government Procurement

DURATION	LANGUAGE	FORMAT
5 days	**English**	**Classroom / Online**

Upcoming dates

Dates	Venue	Format	Fee
8 – 12 Feb 2027	Live online	Online (live)	**€1,200**
15 – 19 Mar 2027	Dubai	Classroom	**€4,800**
16 – 20 Aug 2027	Live online	Online (live)	**€1,200**

Register or ask a question

Online: x8ti.com/course/government-procurement/

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Government Procurement

Introduction

What is a mini MBA in business?

The Mini MBA course is a shortened version of the full MBA course that comprises the most relevant topics. This is available both, for private businesses as well as for the public sector. As government procurement is fast becoming a central issue in legal and academic discussions, it has attracted widespread interest from stakeholders in academia and realpolitik.

Why is government procurement important?

Government procurement and related issues are an indivisible part of the global economy. It demands significant interest. Its regulation is vital in preventing a host of unscrupulous practices like corruption, fraud or local protectionism.

The Mini MBA procurement course for government professionals is an extensive training programme. Ii is modeled to meet up with the dynamics in leadership, finance and procurement strategies. Currently, middle and senior managers are challenged with the complex nature of “value chain management.” By using a strategic method to facilitate procurement, the government can enjoy a competitive advantage. This is done by maximizing benefits from expenses. Therefore, it is necessary for top professionals in the cadre of government circles to understand the elements and nuances that drive change strategies. Ensuring cost efficiencies and achieving competitive procurement globally, help greatly.

Learning Objectives

The significant objectives of this course are to empower professionals to:

- Understand the goals of the acquisition process as it relates to compliance, punctuality, customer satisfaction and the value for money
- Grapple with the necessary knowledge of procurement in order to be in business advisory bodies
- Explain the differences between unethical and illegal activities and what makes standards of conduct appropriate
- Understand the nitty-gritty planning acquisition as it involves analyzing contracting requirements, competition planning and selection of sources
- Understand the essentials of contract formation, drafting solicitations, evaluating quotes and contract allocation
- To know the hallmarks of administering contracts, planning how contract administration is successful, supervising payment and contract quality

Training Methodology

Participants will be taught using programme materials, watching videos, engaging in group discussion and exercises. Participants will also be taught procurement management knowledge and skills through case studies and experiential exercises. Role-plays are also introduced as part of the training, wherever applicable.

This is significantly used in all its courses. We refer to it as the Do–Review–Learn–Apply Model.

Benefits for Your Organisation

With professionals undertaking this course, organizations will benefit in the ways mentioned below:

- Secure practical knowledge in enhancing cost awareness in the value chain and impacting the bottom line
- Define sourcing strategies to be commensurate with the organization's goals and missions
- Facilitate seamless communication in stakeholder management by understanding the necessary techniques in negotiation
- Encourage an innovative approach to the strategy of procurement
- Induce greater cooperation among stakeholders and build long-term supplier relationships
- Increase the capacity to specify and plan for procurement based on existing data and projection
- Analyze relevant methods in identifying and selecting suppliers
- Secure practical understanding of expediting product orders to provide clarity on payment dates other and related issues

Benefits for You

Professionals opting for this course will benefit in the ways mentioned below:

- Understand what strategies connote in the context of government organizations to create and lead change
- Understand the techniques in developing strategic thinking and innovation
- Increase the capacity to analyze problems through a critical problem-solving approach carefully
- Secure a sound understanding of developing robust service and capacity for level agreements
- Understand the legal implications when making critical government business decisions with financial management demanded in the government level of decision making

Who Should Attend

The course is accessible to interested participants in any field related to public or government procurement. For instance:

- Legal practitioners interested in gaining a profound understanding on the legal procurement issues
- Government officials in any cadre looking to understand governance, ethics and corporate governance
- Finance professionals undertaking capital projects
- Project Managers
- Procurement Managers

Course Outline

The course is divided into eight modules with a varying number of topical issues as can be seen below:

An Overview of Procurement

- History of Procurement functions

- The Objectives of the Public Procurement system
- Government Procurement v Private Sector Procurement
- An Analysis of European Union Procurement directives
- Introduction to The Principles of Procurement
- Relationship between Procurement and Development
- Corruption in Public Procurement
- Conflicts of Interest and Bid Rigging

Strategic Supply Chain Management

- Methods of Developing Corporate Strategy
- Corporate Strategy & Supply Chain
- Analysis of Strategic Supply Chain Management
- The Role of Global Supply Market as a Source of Competitive Advantage
- The Relationship Among Various Models of Supply Chain Structures
- Meaning of Development and Implementation of Support Strategy
- Risks Common with the Models of Supply Chain Structures and Relationships

Governance and Ethics

- Meaning of corporate governance
- Ethics and Ethical Behavior in governance
- Bribery in Procurement Measures.
- Analysis of the Conflicts of Interests between Stakeholders
- Meaning of Collusion and Bid Rigging
- The Metrics of Measuring Corruption
- International Institution Roles in fighting corruption
- The Significance and Constraint to Debarring Suppliers in Public Contracts

Finance for Procurers

- Cost Models for Scenarios in Finance and Accounting
- Financial Information in Evaluating Supplier and Service Providers
- The Variety of Finance and Accounting Terminology
- Tools and Techniques for Managing Finance in Procurement Strategy
- Management of Physical Assets and Debts
- Analysis of Contractors Financial Capability
- Meaning of Financial Risk Analysis
- Contract Negotiation and Methods

Cost Awareness and Financial Impact in The Value Chain

- Differences between Direct and Indirect costs
- Budgeting and Costing in The Value Chain
- The Cycle from Strategic Planning to Operating Plan
- Defining Fixed and Variable Costs
- Relation of Contribution Margin to The Value Chain

Negotiation Models

- The Responsibilities of a Team leader
- Collaborative vs Adversarial approach to negotiation
- Methods for Successful Contract Negotiation
- Negotiation Styles and methods
- Effective Communication Techniques in Negotiation
- Methods of Dispute Resolution

Leadership and Management

- Concept of a Team
- Advantages of Team-building
- Methods and Issues of team-building
- Team members' roles and responsibilities
- Qualities of a Good Team Leader
- Various Leadership Theories and Styles
- Methods of Incentivising Team Members

Risk Management for Procurement and Supply

- Meaning of Risk and Risk Management
- Nature and Types of Risks in Procurement and Supply
- Risk Management in Procurement and Supply
- Potential Risks in The Cycle of Procurement
- Meaning of Project Risk Matrix
- Methods and Contingency Plan to Overcome Risks
- The Role of Procurement Professionals in Managing Risks
- Effective Management of Risks in The Supply Chain

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Registration Form

Government Procurement

Preferred dates: ..... Venue or online: .....

Duration: 5 days Language: .....

Please complete and email this form to us, or register online. We confirm your place and send the invoice within one working day.

Delegate information

Full name (Mr / Ms / Dr / Eng): .....

Position: ..... Telephone / mobile: .....

Official email: ..... Personal email: .....

Company information

Company name: .....

Address: .....

City / country: ..... VAT / tax number: .....

Person responsible for training & development

Full name (Mr / Ms / Dr / Eng): .....

Position: ..... Telephone / mobile: .....

Email: .....

Payment

☐ Please invoice me ☐ Please invoice my company

Signature: ..... Date: .....

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Email this form
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Register online
Open the course page