



Procurement & Supply Chain Operations

Mini MBA in Government Procurement Course

Course Introduction

This intensive 4-day program is designed to equip professionals with the knowledge and skills necessary to navigate the complexities of government procurement.

Throughout this training program, participants will engage with expert instructors, participate in practical exercises, and collaborate with peers to deepen your understanding of key procurement concepts.

Target Audience

1. Procurement Manager
2. Government Procurement Specialist
3. Contract Manager
4. Supply Chain Manager
5. Purchasing Officer
6. Public Sector Compliance Officer
7. Policy Analyst (Procurement)
8. Vendor Manager
9. Budget and Finance Manager
10. Legal Advisor (Government Contracts)

Learning Objectives

- Gain a comprehensive understanding of government procurement, including its definitions, importance, and legal frameworks.
- Familiarize yourself with the procurement lifecycle and the key stages involved in public procurement processes.
- Conduct thorough needs assessments and market research to inform procurement decisions.

- Create detailed procurement plans that align with organizational goals and budgetary constraints.
- Apply various sourcing strategies to identify and evaluate potential suppliers.
- Manage the competitive bidding process, including drafting RFPs and RFQs.
- Understand the legal issues and contract law relevant to government procurement.
- Uphold ethical standards and implement anti-corruption measures in procurement activities.
- Handle contract modifications and manage changes effectively to ensure compliance and performance.
- Identify potential risks in procurement and develop strategies to mitigate them.
- Create and implement a risk management plan tailored to specific procurement projects.
- Leverage e-procurement tools and adopt sustainable procurement practices.
- Utilize category management, strategic sourcing, and performance-based contracting to enhance procurement outcomes.
- Conduct cost analysis and determine fair pricing for procurement contracts.
- Develop and track key performance indicators (KPIs) to measure and improve procurement performance.
- Communicate effectively with stakeholders and manage relationships throughout the procurement process.
- Apply advanced negotiation techniques to achieve favorable outcomes in procurement contracts.
- Apply the knowledge and skills gained throughout the course to a real-world procurement project.
- Present your project plan, receive feedback, and refine your approach based on peer and instructor input.

Course Outline

- **Day 01**

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• **Day 02**

Sourcing and Supplier Selection

- Sourcing Strategies and Techniques
- Supplier Identification and Evaluation Criteria
- Request for Proposal (RFP) and Request for Quotation (RFQ) Processes
- Conducting a Competitive Bidding Process
- Practical Exercise: Drafting an RFP

Legal and Ethical Considerations

- Legal Issues in Government Procurement
- Understanding Contract Law and Government Regulations
- Ethical Considerations in Procurement
- Anti-Corruption Measures and Best Practices
- Ethical Dilemmas in Procurement

Contract Management

- Introduction to Contract Management
- Types of Contracts and Key Contract Clauses
- Managing Contract Performance and Compliance
- Change Management and Contract Modifications
- Managing a Contract Scenario
- Practical application

• **Day 03**

Risk Management in Procurement

- Identifying Risks in Procurement Processes
- Risk Assessment and Mitigation Strategies
- Developing a Risk Management Plan
- Risk Management Case Study

Advanced Procurement Techniques

- E-Procurement and Digital Tools
- Sustainable Procurement Practices
- Category Management and Strategic Sourcing
- Performance-Based Contracting
- Practical Exercise: Implementing Advanced Techniques

• Day 04

Financial and Performance Management

- Cost Analysis and Price Determination
- Financial Management in Procurement
- Key Performance Indicators (KPIs) and Procurement Performance Metrics
- Practical Exercise: Developing KPIs for a Procurement Project

• Day 05

Communication and Negotiation Skills

- Effective Communication in Procurement
- Stakeholder Management
- Negotiation Strategies and Techniques
- Practical Exercise: Negotiation Role-Play

Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
June 23, 2025	June 27, 2025	5 days	4950.00 \$	England - London
Sept. 29, 2025	Oct. 3, 2025	5 days	4250.00 \$	UAE - Dubai
Dec. 15, 2025	Dec. 19, 2025	5 days	4250.00 \$	UAE - Dubai