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027: Advanced Public Procurement Concepts, Contracts, and Practices - 6.0 CEUs

CEU: 6.0 **Duration:** 17hours 55minutes **Tuition:** $5,700

Course Banner

Teachers:

- Nelson Ilodigwe PhD. (Dr. Ilodigwe holds a B.A. in Political Science and an M.P.A. in Public Administration from Texas Southern University, and a Ph.D. in Management and Organizations from the University of California, Los Angeles (UCLA).)

Course Topics:

- Public Service/Sector
- Public Procurement

Program Locations & Dates:

- Houston, Texas USA: Nov 9-13
- Istanbul, Turkey: Nov 9-13

Program Tags:

- Public Service

About Course

This course in Advanced Public Procurement Concepts, Contracts, and Practices is designed to equip public sector professionals with strategic knowledge and practical skills to improve procurement planning, contract management, and negotiation in complex environments. It provides a comprehensive understanding of procurement principles aligned with accountability, transparency, and value for money.

Course Overview

This course is designed to enable participants to gain an in-depth analysis of well-designed procurement systems that employ principles of economy, efficiency, transparency and accountability to improve social and economic development. The course covers topics such as advanced procurement planning and strategy development, communication and negotiation development skills required by those involved in advanced level procurement, and effective management of contract negotiation, development and administration.

Through use of knowledge management and theory and practice we will ensure understanding of the procurement process in the public sector from an international perspective with focus on contract and supplier management, risk management, performance and quality management and best practices when dealing with suppliers.

Our goal is to equip managers, administrators, and decision-makers with the skills to design and implement strategic initiatives ensuring they position and resource their procurement activity for optimal success. We will do this by bringing forth various issues that provides participants with a comprehensive understanding of key aspects such as developing corporate procurement objectives, understanding the procurement portfolio, and how to manage and align procurement systems, capabilities, and administrative processes with strategic goals.

Course Objectives

The objective of this course is to enable government professionals to understand the methods and strategic aspects of the procurement procedure when managing large infrastructure projects including negotiation, risk analysis, contract administration and procurement scheduling and planning.

- Understand and apply advanced procurement planning and strategy development
- Implement effective contract negotiation, development and administration practices
- Analyze and manage procurement risk and compliance
- Utilize key communication and negotiation skills in procurement settings
- Design transparent and accountable procurement systems aligned with strategic goals

Learning Outcomes

- Design effective procurement strategies for complex public sector needs
- Identify and manage supplier performance and contract obligations
- Apply international best practices in procurement and risk management
- Integrate change management into procurement operations
- Develop and implement tools for transparency, performance tracking, and reporting

Course Outline

- Current Issues and Trends in Public Procurement
- The Principles of Procurement Strategy Development
- Experiential Exercise: What is the Right Procurement Strategy?
- Risk Management in Contracting for Services
- Contract and Supplier Relationship Management
- Change Management and Effective Negotiations in Projects and Procurement
- Performance and Project Management
- Case Study: Fighting Corruption and Promoting Integrity in Public Procurement

Why This Course Matters

Maria Keller
Procurement Specialist, Germany
"The course helped streamline our tender evaluation process and gave me new insight into supplier negotiations."

Kwame Njoroge
Public Works Officer, Kenya
"It changed how we manage supplier relationships. The case studies were particularly practical."

Sophia Martin
Infrastructure Advisor, Canada
"This program offered advanced frameworks for procurement governance that we immediately adopted for federal project reviews."

Course Content

Module 1: Public Procurement Frameworks and Principles

Explore global procurement systems and fundamental procurement principles in the public sector.

- **Overview of public procurement and regulatory models**
- **Principles of transparency, economy, and accountability**
- **Current issues and trends in public procurement**

Module 2: Strategic Procurement Planning and Risk Management
Develop and apply strategies for procurement planning and risk mitigation in service contracts.

- **Procurement strategy development techniques**
- **Experiential exercise: Choosing the right procurement strategy**
- **Risk management in contracting for services**

Module 3: Supplier and Contract Relationship Management
Examine techniques for managing contract lifecycles and fostering strong supplier partnerships.

- **Foundations of supplier relationship management**
- **Contract lifecycle and compliance tracking**
- **Procurement performance metrics**

Module 4: Contract Negotiation and Change Management
Master contract negotiation skills and learn to manage procurement change effectively.

- **Negotiation strategies for large procurement projects**
- **Dealing with procurement resistance and internal change**
- **Effective negotiation in infrastructure projects**

Module 5: Procurement Performance and Ethics
Focus on integrity, performance, and ethical standards in procurement operations.

- **Corruption risks in public procurement**
- **Monitoring performance and supplier compliance**
- **Case study: Promoting integrity in public procurement**

Target Audience

Managers, Deputy Managers, Officers, Sr. Level Managers, Directors, and Key Staff in Regulation Management; Managers of Regulatory Agencies and Commissions; Executives and Policy Makers in Human Resources and Capital Management; Directors and Managers of Training and Development in Regulation Management; Directors and Managers of Strategic Planning and Contract Management

Certificate of Completion

Participants who successfully complete the Advanced Public Procurement Concepts, Contracts, and Practices course will receive a Certificate of Completion. This certificate validates the participant's understanding of strategic procurement planning, contract negotiation, risk management, and ethical governance in public procurement. It serves as recognition of their capacity to manage procurement projects aligned with global best practices and their ability to enhance value and transparency in the procurement process.

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