

" Advanced Procurement in Project Management"

DAY 1

Strategic Procurement Foundations

Module 1: Procurement as a Strategic Business Function

- Evolution of Procurement
 - Procurement vs Purchasing
 - Procurement Lifecycle
 - Strategic Value of Procurement
 - Procurement Governance
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Module 2: Procurement in Project Management

- Procurement Knowledge Area
 - Procurement Management Plan
 - Procurement Strategy
 - Procurement Deliverables
 - Procurement Governance Framework
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Module 3: Procurement Planning

- Business Needs Assessment & Gap Analysis
- Requirements Engineering & Scope Definition
- Make-or-Buy Analysis
- Market Assessment
- Stakeholder Analysis
- Procurement Scheduling
- Budget Planning

Module 4: Procurement Environment

- Organizational Structures
 - Internal & External Influences
 - Regulatory Compliance
 - Procurement Policies
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Workshop

Develop a Procurement Management Plan

DAY 2

Strategic Sourcing & Supplier Management

Module 5: Strategic Sourcing

- Category Management
 - Strategic Sourcing Models
 - Single and dual sourcing
 - Supplier Market Analysis
 - Spend Analysis
 - RFP Structuring & Technical Completeness (Ensuring zero-ambiguity specifications)
 - Total Cost of Ownership (TCO) consideration and Analysis
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Module 6: Supplier Evaluation

- Vendor Qualification
- Supplier Assessment
- Preliminary evaluation
- Technical Evaluation

- Commercial Evaluation
 - Ethical Boundaries in Negotiations
 - Consortium & Joint Venture bidder evaluation
 - Weighted Scoring Models
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Module 7: Supplier Relationship Management

- SRM Framework
 - Supplier Performance Management
 - KPI Development
 - Vendor Scorecards
 - Continuous Improvement
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Module 8: Procurement Risk

- Supplier Risk
 - Supply Chain Risk
 - Financial Risk
 - Operational Risk
 - Third-Party Risk
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DAY 3

Contract Management & Commercial Negotiation

Module 9: Contract Strategy

- Agile Procurement for IT Projects
- Procurement Contracts
- Fixed Price
- Cost Reimbursable

- Time & Material
 - Service Level Agreements (SLAs) & Performance evaluation
 - EPC Contracts
 - Framework Agreements
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Module 10: Commercial Negotiation

- Negotiation Planning
 - BATNA
 - Negotiation Styles
 - Win-Win Negotiation
 - Commercial Discussions
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Module 11: Legal & Ethical Procurement

- Procurement Ethics
 - Anti-Bribery
 - Conflict of Interest
 - Contract Law Basics
 - Bid-Rigging and Collusion Detection
 - Whistleblower Protection & Ethical Escalation Pathways
 - Procurement Compliance
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Module 12: Contract Administration

- Contract Monitoring
- Claims Management
- Change Orders
- Variations

- Vendor Escrow & Business Continuity Provisions
 - Claims Avoidance & Dispute Resolution Mechanisms
 - Contract Close-out
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Case Study

Complex Procurement Negotiation Exercise

DAY 4

Digital Procurement, AI & Procurement Excellence

Module 13: Digital Procurement

- Digital Transformation
 - eProcurement
 - Procurement Automation
 - Contract Lifecycle Management (CLM)
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Module 14: AI in Procurement

- ChatGPT for Procurement
 - AI-assisted RFQs
 - AI Contract Summarization
 - AI Procurement Assistants
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Module 15: Procurement Analytics

- Procurement KPIs
- Spend Analytics
- Supplier Analytics
- Procurement Dashboards

Module 16: Sustainable Procurement

- ESG Procurement
- Green Procurement
- Supplier Sustainability
- Responsible Sourcing
- Circular Economy

DAY 5

Procurement Leadership & Capstone Project

Module 17: Procurement Leadership

- Procurement Transformation
- Procurement Maturity Models
- Procurement Centres of Excellence
- Procurement Operating Models
- Change Management
- Cross-Functional Stakeholder Management

Module 18: Global Procurement

- International Procurement
 - Cross-border Sourcing
 - Logistics Considerations
 - Incoterms
 - Global Supplier Networks
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Module 19: Future of Procurement

- Procurement 2030
- Autonomous Procurement
- AI Agents
- Predictive Procurement
- Blockchain
- Smart Contracts

Capstone Project

