BLACKBIRD FOR TRAINING

The Complete Program of Defence Procurement Management Workshop

15 – 19 March 2027
Munich (Germany)



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Ref: 3254334_307291 **Date:** 15 – 19 March 2027 **Location:** Munich (Germany) **Fees:** 5200 GBP

Introduction

The "Defence Procurement Management" course provides a comprehensive overview of advanced procurement management practices and strategies crucial for success in the global defense sector. Participants will gain in-depth knowledge of essential procurement management processes, regulatory and legal frameworks, and ethical considerations unique to defense procurement. Through this course, professionals will be equipped with the skills and techniques necessary for effective procurement management, contract negotiation, supplier relationship management, and performance improvement.

This program is ideal for those looking to understand the meaning of procurement management, develop a robust procurement management plan, and implement procurement management best practices in defense-related projects.

Workshop Objectives

- Gain a deep understanding of procurement management principles specific to defense.
- Familiarize with the legal, regulatory, and ethical aspects essential for effective procurement management.
- Develop strategic planning and execution skills to enhance procurement management strategy in defense.
- Learn procurement management techniques, including contract management and negotiation.
- Understand the importance of quality assurance, continuous improvement, and supplier relationship management in defense procurement.

Workshop Outlines

Day 1: Understanding Defence Procurement Management



- Introduction to Defence Procurement
    - Overview of procurement management plan essentials for defense projects.
    - The importance of procurement management in global defense sectors.
- Key Concepts in Defence Procurement
    - Defining the procurement management lifecycle and key stakeholders.
    - Understanding procurement management processes within legal frameworks.

Day 2: Regulatory Framework and Ethics

- Legal and Regulatory Landscape
    - Overview of global and local laws impacting defense procurement management.
    - Understanding international agreements and compliance obligations.
- Ethical Considerations
    - Exploring integrity, transparency, and ethical standards in procurement management.
    - Procurement management best practices for maintaining high ethical standards.

Day 3: Strategic Planning in Defence Procurement



- Needs Assessment and Strategy Development
    - Techniques to define procurement requirements and create effective procurement management strategies.
    - Aligning procurement management strategy with defense project goals.
- Market Analysis and Supplier Selection
    - Conducting market research to identify and select qualified suppliers.
    - Procurement management techniques for strategic supplier selection and contract alignment.

Day 4: Procurement Process Execution

- Contracting and Negotiation
    - Principles of contract management within defense procurement.
    - Procurement management techniques for risk mitigation and negotiation.
- Project Management in Procurement
    - Application of project procurement management methodologies in defense projects.
    - Defining steps within the procurement management process to ensure effective outcomes.

Day 5: Performance Management and Continuous Improvement



- Supplier Relationship Management
    - Building strong supplier relationships to enhance procurement management benefits.
    - Implementing procurement management policy to drive supplier performance.
- Quality Assurance and Continuous Improvement
    - Quality management systems for consistent supplier performance and standards.
    - Using data and feedback for continuous improvement in procurement management solutions.

Why Attend this Course: Wins & Losses!

- Gain a comprehensive understanding of what is procurement management and how to apply it in the defense sector.
- Develop advanced procurement management strategies and achieve benefits of procurement management through effective practices.
- Learn procurement management best practices to enhance performance and ensure regulatory compliance.
- Improve negotiation and contract management skills, providing competitive advantages in global procurement management.
- Boost your professional credentials by pursuing procurement management certification.

Conclusion

By the end of this course, participants will be able to develop advanced procurement management strategies, implement effective contract management, and leverage procurement management processes to meet defense sector standards. They will also gain proficiency in identifying critical procurement management steps, building strong supplier relationships, and applying procurement management best practices to drive value in defense procurement.

This course empowers defense professionals to excel in procurement management while adhering to the highest ethical, regulatory, and operational standards.

