

The Complete Program of Defence Procurement Management Workshop

Sharm El-Sheikh (Egypt)

21 - 25 September 2025

UK Traininig

PARTNER



The Complete Program of Defence Procurement Management Workshop

Code: SC28 From: 21 - 25 September 2025 City: Sharm El-Sheikh (Egypt) Fees: 3700 Pound

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

The logo for UK Training Partner, featuring the text 'UK Training' in a smaller font above the word 'PARTNER' in a large, bold, black font. The background of the logo is a stylized chessboard with several chess pieces (a king, a queen, a rook, and a pawn) in gold and silver.

- 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.

Blackbird Training Cities

Europe



Malaga (Spain)



Sarajevo (Bosnia and Herzegovina)



Oporto (Portugal)



Glasgow (Scotland)



Edinburgh (UK)



Oslo (Norway)



Annecy (France)



Bordeaux (France)



Copenhagen (Denmark)



Birmingham (UK)



Lyon (France)



Moscow (Russia)



Stockholm (Sweden)



Podgorica (Montenegro)



Batumi (Georgia)



Salzburg (Austria)



Florence (Italy)



London (UK)



Istanbul (Turkey)



Amsterdam



Düsseldorf (Germany)



Paris (France)



Athens (Greece)



Barcelona (Spain)



Munich (Germany)



Geneva (Switzerland)



Prague (Czech)



Vienna (Austria)



Rome (Italy)



Brussels (Belgium)



Madrid (Spain)



Berlin (Germany)



Lisbon (Portugal)



Zurich (Switzerland)



Manchester (UK)



Milan (Italy)



Blackbird Training Cities

USA & Canada



Los Angeles (USA)



Orlando, Florida (USA)



Online



Phoenix, Arizona (USA)



Houston, Texas (USA)



Boston, MA (USA)



Washington (USA)



Miami, Florida (USA)



New York City (USA)



Seattle, Washington (USA)



Washington DC (USA)



In House



Jersey, New Jersey (USA)



Toronto (Canada)

ASIA



Baku (Azerbaijan)
(Thailand)



Maldives (Maldives)



Doha (Qatar)



Manila (Philippines)



Bali (Indonesia)



Bangkok



Beijing (China)



Singapore (Singapore)



Sydney



Tokyo (Japan)



Jeddah (KSA)



Riyadh (KSA)



Melbourne (Australia)
(Kuwait)



Phuket (Thailand)



Shanghai (China)



Dubai (UAE)



Kuala Lumpur (Malaysia)



Kuwait City



Seoul (South Korea)



Pulau Ujong (Singapore)



Irbid (Jordan)



Jakarta (Indonesia)



Amman (Jordan)



Beirut

UK Training
PARTNER

Blackbird Training Cities

AFRICA



Kigali (Rwanda)



Cape Town (South Africa)



Accra (Ghana)



Lagos (Nigeria)



Marrakesh (Morocco)



Nairobi (Kenya)



Zanzibar (Tanzania)



Tangier (Morocco)



Cairo (Egypt)



Sharm El-Sheikh (Egypt)



Casablanca (Morocco)



Tunis (Tunisia)



Blackbird Training Clients

 <p>MANNAI CORPORATION MANNAI Trading Company WLL, Qatar</p>	 <p>GAC UNE FILIALE D' EGA Alumina Corporation Guinea</p>	 <p>Booking.com Booking.com Netherlands</p>	 <p>OXFAM Oxfam GB International Organization, Yemen</p>	 <p>Capital Markets Authority Kuwait</p>
 <p>WS Waltersmith Petroman Oil Limited Nigeria</p>	 <p>QNB Qatar National Bank (QNB), Qatar</p>	 <p>Qatar Foundation Qatar</p>	 <p>AFRICAN UNION ADVISORY BOARD ON CORRUPTION Tanzania</p>	 <p>KFAS Kuwait Foundation for the Advancement of Sciences KFAS Kuwait</p>
 <p>Reserve Bank of Malawi Malawi</p>	 <p>Central Bank of Nigeria Nigeria</p>	 <p>Ministry of Interior Kingdom of Saudi Arabia Ministry of Interior, KSA</p>	 <p>Mabruk Oil Company Libya</p>	 <p>Saudi Electricity Company KSA</p>
 <p>BPKH Badan Pengelola Keuangan Haji BADAN PENGELOLA KEUANGAN Haji, Indonesia</p>	 <p>NATO Italy</p>	 <p>ENI ENI CORPORATE UNIVERSITY, Italy</p>	 <p>GULF BANK Gulf Bank Kuwait</p>	 <p>General Organization for Social Insurance KSA</p>
 <p>Defence Space Administration Nigeria</p>	 <p>National Industries Group (Holding), Kuwait</p>	 <p>Hamad Medical Corporation Qatar</p>	 <p>USAID Pakistan</p>	 <p>STC STC Solutions, KSA</p>
 <p>North Oil Company North Oil company,</p>	 <p>EKO EKO Electricity</p>	 <p>OMAN BROADBAND Oman Broadband</p>	 <p>UNITED NATIONS UN.</p>	 <p>Authority for Electricity Regulation, Oman Authority for</p>

UK Training
PARTNER

Blackbird Training Categories

Management & Admin

Entertainment & Leisure
Professional Skills
Finance, Accounting, Budgeting
Media & Public Relations
Project Management
Human Resources
Audit & Quality Assurance
Marketing, Sales, Customer Service
Secretary & Admin
Supply Chain & Logistics
Management & Leadership
Agile and Elevation

Technical Courses

Artificial Intelligence (AI)
Hospital Management
Public Sector
Special Workshops
Oil & Gas Engineering
Telecom Engineering
IT & IT Engineering
Health & Safety
Law and Contract Management
Customs & Safety
Aviation
C-Suite Training



International House 185 Tower Bridge
Road London SE1 2UF United Kingdom



+44 7401 1773 35
+44 7480 775526



Sales@blackbird-training.com



www.blackbird-training.com

A graphic of a chessboard with several chess pieces. A large gold king piece is in the foreground, with a silver pawn and a silver knight behind it. The text 'UK Training PARTNER' is overlaid on the board.

UK Training
PARTNER