

# The Complete Program of Defence Procurement Management Workshop

*Accra (Ghana)*

*29 December 2025 - 2 January 2026*

UK Training

# PARTNER



# The Complete Program of Defence Procurement Management Workshop

Code: SC28 From: 29 December 2025 - 2 January 2026 City: Accra (Ghana) Fees: 3300 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

A graphic featuring the text 'UK Training PARTNER' in black, with 'PARTNER' in a larger, bold font. The background shows a chessboard with several chess pieces, including a king and a queen, 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)



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)  
Korea



Phuket (Thailand)



Dubai (UAE)



Kuala Lumpur (Malaysia)



Kuwait City (Kuwait)



Seoul (South)



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

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

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

UK Training  
**PARTNER**

