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# The Complete Program of Defense Procurement Management

12 September – 7 October 2027
Amman (Jordan)



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## Introduction

Defense procurement is a complex and strategic process aimed at acquiring military equipment, technology, and services to ensure the readiness and effectiveness of armed forces. In light of global security and economic challenges, procurement management has become crucial for making informed and sustainable decisions.

This comprehensive 4-week course is designed to provide participants with an in-depth understanding of the defense procurement process, from requirements assessment to contract management. The program focuses on developing strategies that enhance quality, security, and financial efficiency by exploring procurement risks, compliance, and the latest practices in the defense sector.

## Course Objectives

- Introduce the principles, challenges, and importance of defense procurement management, including a clear understanding of what procurement is and its role in defense operations.
- Provide a comprehensive understanding of defense procurement policies, regulations, and best practices to ensure informed decision-making.
- Equip participants with the skills to assess military requirements, develop procurement strategies, and manage contracts effectively.
- Enhance the ability to ensure cost-effective procurement while maintaining quality and security, balancing financial constraints with operational needs.
- Enable participants to navigate the complexities of international defense trade and collaboration, understanding the global landscape.
- Foster a collaborative learning environment, encouraging participants to exchange experiences, insights, and ideas for mutual growth.

## Course Outlines

### Day 1: Introduction to Defense Procurement Management

- Understanding what procurement is and its importance in the defense sector.
- Overview of the defense procurement process and its key stages.
- Legal and ethical considerations in procurement management.



## Day 2: Requirements Assessment and Planning

- Analyzing military requirements and translating them into detailed specifications.
- Developing effective procurement plans and strategies.
- Case Study: Identifying operational needs and defining requirements.

## Day 3: Defense Procurement Policies and Regulations

- National and international defense procurement regulations.
- Export controls, arms trade treaties, and compliance.
- Ensuring transparency, accountability, and integrity in procurement management.

## Day 4: Procurement Methods and Source Selection

- Procurement methods: Competitive bidding, direct procurement, collaboration.
- Source selection criteria, evaluation processes, and decision-making.
- Supplier relationship management and risk assessment.

## Day 5: Contract Management and Negotiation

- Principles of effective contract management in defense procurement.
- Types of defense procurement contracts and their implications.
- Negotiation skills for successful procurement agreements.

## Day 6: Defense Procurement Budgeting and Cost Control

- Developing defense procurement budgets and cost estimates.
- Cost analysis, tracking, and control techniques.
- Ensuring value for money and cost-effectiveness.

## Day 7: Quality Assurance and Technical Evaluation

- Ensuring technical compliance and quality assurance in defense procurement.
- Performance-based specifications and quality control.
- Interoperability and compatibility of acquired assets.

## Day 8: Defense Procurement Project Management

- Applying project management techniques to defense procurement.
- Tracking progress, milestones, and deliverables.
- Managing delays, changes, and scope variations.



## Day 9: Defense Industrial Base and Offset Programs

- Developing the domestic defense industrial base.
- Understanding offset programs, their benefits, and challenges.
- Balancing economic, technological, and security considerations.

## Day 10: Defense Procurement Ethics and Anti-Corruption Measures

- Addressing ethical challenges in defense procurement.
- Anti-corruption measures and ensuring supplier integrity.
- Promoting transparency and ethical conduct in procurement.

## Day 11: International Defense Trade and Collaboration

- Collaborative defense procurement and joint ventures.
- International partnerships and cross-border procurement challenges.
- Export controls, security considerations, and compliance.

## Day 12: Advanced Procurement Strategies and Innovation

- Strategic sourcing and long-term procurement strategies.
- Leveraging technology and innovation in defense procurement.
- Case Study: Innovations in defense procurement management.

## Day 13: Risk Management in Defense Procurement

- Identifying and mitigating risks in defense procurement.
- Risk assessment, contingency planning, and decision-making.
- Case Study: Managing risks in complex defense acquisition projects.

## Day 14: Project Evaluation and Lessons Learned

- Evaluating the outcomes of defense procurement projects.
- Identifying lessons learned and fostering continuous improvement.
- Integrating feedback into future procurement strategies.

## Day 15: Defense Procurement Compliance and Auditing

- Ensuring procurement compliance with regulations and standards.
- Internal and external auditing of procurement processes.
- Preparing for audits and ensuring procurement transparency.



### Day 16: Future Trends in Defense Procurement

- Emerging technologies and their impact on defense procurement.
- Geopolitical and global trends shaping future procurement strategies.
- Adapting procurement approaches for future challenges.

### Day 17: Defense Procurement Simulation Exercise

- Practical simulation of a defense procurement scenario.
- Applying procurement concepts and skills in a realistic scenario.
- Debriefing and lessons learned from the simulation.

### Day 18: Case Studies in Defense Procurement Management

- In-depth analysis of real-world defense procurement cases.
- Learning from successful and challenging procurement projects.
- Extracting lessons and best practices from case studies.

### Day 19: Leadership and Communication in Defense Procurement

- Effective leadership skills for defense procurement managers.
- Communicating with stakeholders, teams, and decision-makers.
- Leading change and building a culture of excellence in procurement.

### Day 20: Capstone Project and Final Assessment

- Applying comprehensive knowledge in a capstone defense procurement project.
- Presenting capstone projects to peers and instructors.
- Final assessment and reflecting on the learning journey.

## Why Attend This Course: Wins & Losses!

- Gain an in-depth understanding of what procurement is, its processes, and best practices.
- Enhance your skills in global procurement management and procurement compliance.
- Develop the expertise to navigate procurement risk management and defense procurement challenges.
- Learn advanced procurement strategies and innovative approaches in the defense sector.
- Exchange experiences with fellow professionals in a collaborative learning environment.

## Conclusion

Mastering defense procurement management is not just an option, but a necessity to ensure readiness and security in a constantly evolving global landscape. This course offers you the opportunity to understand what procurement management entails and how it impacts strategic defense decisions.



By covering a wide range of concepts, tools, and case studies, you'll be equipped with the skills needed to excel in defense procurement. Whether you're involved in managing large-scale defense contracts or working on international collaborations, this course will provide you with a strong foundation for success.

**Join us today to enhance your professional capabilities in procurement management and become a leader in the field of defense procurement!**

