

# P16 - EXPERIENTIAL LEARNING ABOUT PROCUREMENT

## LEVEL

Working /Practitioner

## DURATION

Variable

## METHOD

Coaching

## OVERVIEW

Putting theory into practice can be challenging. The coaching service provides access to experienced procurement practitioners who can guide application of the procurement tools and techniques presented through the training programme. The service is tailored to the particular needs of the organisation and can comprise a mix of guidance, hands on support and facilitated reflective learning.

## AUDIENCE & FORMAT

The service is most appropriate for those using a procurement tool, technique or procedure for the first time or for those engaged in particularly complex procurement.

## OUTCOMES

- Participants will enhance their ability to apply procurement tools and techniques effectively.
- Participants will be supported in bringing a live procurement project to a successful conclusion.

## COURSE CONTENT

- A bespoke coaching programme to develop competence in the application of procurement tools, techniques and procedures.
- Some examples of aspects of procurement competence where experiential learning could be beneficial are:
  - Category analysis
  - Risk assessment
  - Procurement option analysis and strategy development.
  - Planning and conduct of competitive dialogue and negotiation processes.
  - Formulation of selection and award criteria.
- Coaching is tailored to the needs of the client and is provided in relation to a live procurement project.

## Relevant Competencies

Service is configured to address targeted competences

## PROCUREMENT JOURNEY

- Zone A
- Zone B

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|  | <ul style="list-style-type: none"><li>▪ Zone C (contract &amp; supplier management)</li></ul> |
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