

Master of International Public Procurement™

Certified by the International Academy of Project Management (IAPM)
Recognised as one of the leading professional education
and certification providers in the world.

Program Overview

The role of the Procurement Department in Public Sector organisations is becoming increasingly important given the constraints that most Public Sector department have on costs. A well honed procurement department can, where cost control is so important, add considerable value to meeting the strategic objectives of the organisation by obtaining maximum value for procurement.

The Master of International Public Procurement (MIPP) has been designed for public sector professionals that have already completed the Certified International Procurement Professional (CIPP). However, Public Sector procurement professionals that have more than five years procurement experience will benefit by undertaking the program. Although designed to address the needs of Public Sector professionals non Public Sector procurement professionals, particularly those that deal with the Public Sector, will benefit from the insights that this program presents in terms of the way that the Public Sector operates.



Who Should Attend?

The program has been specifically designed for senior Public Sector procurement professionals or those that are expected to attain senior positions in the near future. However, procurement professionals from the private sector would also benefit from gaining an understanding of the Public Sector processes. The following would benefit from the program:

- » Senior Public Sector procurement professionals
- » Mid level Public Sector procurement professionals
- » Senior Public Sector finance professionals wishing to gain an understanding of the procurement process
- » Supply managers
- » Supply chain managers
- » Buyers
- » Senior buyers
- » Operations managers
- » Operations directors
- » General Managers
- » Divisional Managers
- » Contractors
- » Management consultants

By attending this practical and informative course, you will:

- » Gain an understanding of the difference between the Public and Private Sectors approach to procurement
- » Realise the importance of the role of the procurement department in achieving strategic outcomes
- » Understand the way the supply chain works and how it impacts on the organisation
- » Appreciate the difference between strategic and tactical procurement
- » Gain an understanding of advanced procurement processes
- » Consider the human resources aspect of procurement departments
- » Learn some of the new techniques of purchasing that "smart" procurement professionals are using
- » Be exposed to some of the do's and don'ts of the procurement function
- » Risk mitigation in the procurement function
- » Obtain membership of the International Academy of Project Management for up to 18 months
- » **Become an Master of International Public Procurement (MIPP)**



How public procurement is regulated within the European Union

- » Legislation Framework of public procurement in the European
- » Institutional Framework
- » Historical Significance
- » The Economics of Public Procurement



Procurement Choices

- » Traditional Procurement Options
- » Total Package Options – Boo, BOT, BOOT
- » Design and Construct
- » Construction Management (CM) and Project Management (PM) and PC/CM
- » Sequential Negotiated Work Packages – on call contracting
- » Guaranteed Maximum Price (GMP)
- » Full Cost Reimbursable Procurement
- » Discussion – Procurement Choice as a design influence

Enterprise Partnering and Alliances

- » The four management blueprints
- » The development of Enterprise Networks
- » Types of Joint Enterprise Relationships
- » Australian Partnering Research study results
- » American Partnering Research study Results
- » Success for Owner/Contractor relationships
- » Types of Project Partnering from Cooperation to Coalescence
- » Requirements for Synergistic Strategic Partnerships
- » Developing a Strategic Alliance Relationship
- » Sustaining a Strategic Alliance Relationship



Project Alliances Member Organisation Selection

- » Why form an alliance – General Motivation Issues
- » Manufacturing and Distribution Industriesz (primarily product focussed)
- » Example: The National Museum of Australia Project
- » The Selection Process and Design Selection Process
- » The Alliance Construction Team Selection Process
- » Selection Criteria

Managing Risk and Crises Resolution vs Relationship Based Procurement Approaches

- » Risk Uncertainty and Crises
- » The Process of Preparing for and Managing Crises
- » Monitoring
- » Diagnosis
- » Decision Making and Implementation
- » Recovery and Learning
- » Countering Dysfunction in Managing Crises
- » Building Solutions to Problems

Implications of Human Capital Issues

- » Ethical Positions and Beliefs when Negotiating the Resolution of Disputes and day-to-day Interaction
- » Stakeholders
- » Six Cultural Dimensions
- » Ethics and Relationship Marketing
- » Organisation Environment Factors affecting Trust and Commitment
- » Linking Assertiveness to Compliance/Commitment
- » Time Trap / Help Trap / Relevance and Commitment Trap / Results Trap / Fear and Anxiety Trap / Trust Trap
- » Successful Human Capital Characteristics





Advanced Procurement Strategies

- » Procurement Savings – Ways to increase your profits
- » Centralised Purchasing – Good or Bad?
- » Advantages and Disadvantages of Centralised Purchasing
- » 11 Steps in a standard Procurement Cycle
- » 14 Steps for the Purchasing Cycle with Tenders
- » Outsourcing Procurement – Benefits vs Problems
- » The Procurement Auction – Is it a better way to buy Products
- » Purchasing best Practices – Designed to Profit
- » Global Strategic Sourcing Demystified
- » The Global Sourcing Manager – 5 Key Elements of Success
- » Vietnam Sourcing – Is it Viable?
- » So what is really is Global Sourcing
- » Global Sourcing Specialists – Would they be useful for me?
- » Devising a Global Sourcing Strategy – Is it Easy?
- » Selecting the right Sourcing Companies for your needs
- » The Definition of Sourcing – So many Vital Processes
- » 8 Tips on Selecting Domestic Sourcing
- » 7 Steps to Low Cost Sourcing
- » 9 Tips on Selecting Sourcing Consultants
- » Establishing a Good Strategic Sourcing Methodology
- » Warning – Don't thing about Buying / Sourcing in China until you know this
- » Strategic Services Sourcing – Some Important Do's and Don'ts
- » The 7 Steps of Strategic Sourcing Process
- » 4 Steps to Procurement Transformation
- » 4 Pillars to Procurement Technology Adoption
- » 5 Best Practices for Contract Compliance
- » 5 Steps to Navigate from Opportunities to Savings
- » Important Building Blocks for Developing a Global Aligned Supplier Base



Smart Procurement and Compliance Strategies

- » Building a Business Case for Procure to Pay
- » Contract and Compliance Management Reports
- » Getting Competitive with Supplier Metrics
- » Procurement Simplified with Supplier Information Management
- » Raising the Grade on Higher Spending
- » Sourcing for Value: Using Non Price Attributes to find the best Suppliers
- » Spend Analysis – Making Sense of Data
- » The Supply Risk Explosion – Building a Business Culture that can cope
- » The Transcending Spend Analysis
- » User Adoption Sourcing
- » 6 Scenarios which demand Advanced eSourcing
- » Leveraging Procurement Technology in the BFSI Sector

We found too large a percentage of procurement dollars, especially for professional services, were going out of state, ... We now look not only at value and price but where are the people who will be doing the work.

Mitch Daniels



MIPP™ Examination

Only those who successfully complete the examination and participate effectively in the course case studies will receive the Certificate of

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