Public Sector Procurement Management
June 11 - 14, 2019

Suleman Dawood
School of Business
Public Sector Procurement Management

Public sector procurement has a unique role in the accomplishment of efficient and effective governance, the role made even more important for financially-tight emerging economies such as Pakistan’s. The way the business of procurement is managed is a direct reflection of a public sector organisation’s performance that the procurement department supports.

This 4-day focused programme will prepare the public and private (those working for public sector) sector administrators in initiating and managing procurement projects. The skills acquired will help the participants, who are expected to come from various functional units, to enhance the performance of their procurement processes as well as conduct them in the light of PPRA rules. The programme will help the officers to understand the public sector procurement philosophy, methods, practices, and underlying trade-offs for becoming better leaders as well as team player in the procurement process. The programme will also enable the participants to monitor and control procurement performance to seek maximum value with limited resources in public sector organisations.

**BENEFITS**

By the end of this programme, participants will be able to:

- Understand the principles of public sector procurement management
- Apply PPRA rules in their procurement activities
- Understand the various procurement methods, practices, processes and tools used for improving procurement and associated trade-offs
- Be comfortable with E-Procurement and the value it brings to the overall procurement process
- Lead procurement activities in public sector organisations
- Develop bid document
- Manage execution and closure of procurement contracts

**COVERAGE**

The programme would use cases, exercises, and guest speakers to create interactive sessions primarily focusing on:

- History of public sector procurement in Pakistan, role of the Procurement Regulatory Authority, and PPRA rules and their philosophy
- Principles of procurement
- Differences between provincial and federal procurement rules
- Procurement cycle starting from annual procurement plan to the closure of procurement
- Procurement management tools and techniques
- E-Procurement in Pakistan – implementation and future
- Key aspects to be covered in bid document
- Managing and closing contracts in public sector procurement
- Responsible leadership in public procurement

**WHO SHOULD ATTEND**

- Administrators and procurement managers in public sector organisations
- Procurement managers in public sector organisations
- General administration and procurement officers in provincial and federal government
- Managers from private contractors working with public sector organisations
PROGRAMME DIRECTOR
MUHAMMAD SHAKEEL SADIQ JAJJA
Assistant Professor
PhD, Lahore University of Management Sciences

Research Interests:
Supply Chain Management; Technology and Innovation in Supply Chain Relationships; Social and Environmental Compliance in Supply Chain Relationships; Operations Management

CO-PROGRAMME DIRECTOR
JAMSHED HASAN KHAN
Professor
PhD, University of Texas at Arlington

Research Interests:
Productivity; Quality Management; Supply Chain Management; Six Sigma; Project Management; Developing Customer Centric Culture
TERMS AND CONDITIONS

ADMISSION PROCESS
Applications will be screened with regard to their suitability for the programme. Kindly ensure the submission of your online application by the deadline. Our online application form is available at https://redc.lums.edu.pk/programme-calendar.

*Seat in the programme will be reserved on a first-come, first-served basis.

PROGRAM FEE
The fee includes tuition cost, reading material, tea and lunch served during the programme. If you wish to avail accommodation at LUMS, there will be additional fee. It includes accommodation, breakfasts and dinners for the duration of the programme. However, any extra charges such as telephones, extra meals etc. should be paid on departure. You may check-in on the evening preceding the start date of the programme and check out the morning after the programme ends. You are, however, requested to inform us of the time of your arrival and departure.

ACCOMMODATION
We offer single bed accommodation at the Rausing Executive Centre. Each bedroom with attached bathroom is equipped with mini-fridge, writing desk and direct dial STD/ISD telephone and cable TV. All bedrooms at REC are internet-ready. Please note we do not provide accommodation for drivers accompanying participants.

PAYMENT
Payment is due upon receipt of the acceptance letter along with the invoice. Please ensure that the payment reaches the office BEFORE the start of the programme. Space in the programme may only be ensured after we receive the fee.

Our preferred mode of payment is by cheque/banker’s draft payable to Lahore University of Management Sciences. However, the programme fee can also be paid via online bank transfer. Please send the cheque to:

Marketing Manager
Rausing Executive Development Centre
Lahore University of Management Sciences
Opposite Sector "U", DHA, Lahore - 54792
Tel: +92-42-35608119-8243

* LUMS is a non-profit organisation under the Income Tax Ordinance 2001. Accordingly, the income of LUMS is not tax deductible/collectable.

DISCOUNT POLICY
If more than two executives from the same organisation participate (up to a group size of 5 participants), each additional participant after the first two gets a 20% discount on the programme fee.

SUBSTITUTES/TRANSFERS AND REFUNDS
If you are unable to attend a registered course, we will accept a substitute until 2 working days before the programme. Substitute candidates will be subject to the same selection process as the original one. If you wish to cancel your name from a programme, please notify in writing or on call at least 5 working days before the programme. In case of late cancellation, course fee will be refunded after deducting an application processing fee of PKR 20,000.

It is possible to transfer deposited fee to any open enrollment programme within 3 years. Transfers should be notified at least 5 working days before the programme. In case the participant or sponsoring organisation fails to utilize the funds within 3 years, the deposited fee will be forfeited.

Note: REDC may cancel or postpone a programme due to insufficient enrolment or unforeseen circumstances. In this case, university will refund registration fee but will not be responsible for any other related charges/expenses including cancellation/change charges by airline and travel agencies.

In case of postponement, the fee may be transferred to the rescheduled offering of that programme or any other programme as an alternate to refund. The University reserves the right to make changes in its programme policies and fees at any time.