



LUMS

Rausing Executive
Development Centre

A photograph of a large, multi-story brick building with a curved facade, set against a clear blue sky. In the foreground, there are vibrant pink and purple flowers in a garden, with green foliage and a tree branch visible on the right side.

PUBLIC SECTOR PROCUREMENT FOR GENERAL MANAGERS

April 7 - 10, 2020

PUBLIC SECTOR PROCUREMENT FOR GENERAL MANAGERS

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. Also, the program will help the participants to monitor and control the procurement performance to seek maximum value with limited resources in public sector organisations.

BENEFITS

Public Sector Procurement Management will help participants 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

Programme Date:	April 7 - 10, 2020
Programme Fee:	PKR 100,000
Residential Fee:	PKR 47,500
Venue:	LUMS, Lahore

WHO SHOULD ATTEND

The programme is designed for:

- Senior Managers dealing with public sector procurement departments
- Non-procurement professionals dealing with public sector procurement
- Managers heading public sector procurement department

Note: The programme is not suitable for experienced procurement specialists exercising PPRA rules on operational level

COVERAGE

The program 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
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PROGRAMME DIRECTOR

MUHAMMAD SHAKEEL SADIQ JAJJA

Assistant Professor, Operations and Innovation Management
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, Operations Management
PhD, University of Texas at Arlington
MBA, University of Texas at Arlington

Research Interests:

Supply Chain Management; Project Management; Productivity; Quality Management; Six Sigma and Developing a Customer Centric Culture

PROGRAMME FACULTY

ZEHRA WAHEED

Assistant Professor, Operations Management
PhD, Heriot-Watt University, Edinburgh

Research Interests:

Relationship between facilities management and its impact on organisational value creation and the sustainable management of the built environment.

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.*

PROGRAMME 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 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 not-for-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 enrolment 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 utilise 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.
