MERCURY

Public Procurement and Contract Negotiation

3 – 7 January 2027
Istanbul (Turkey)



Dubai - UAE: +971 4 450 5697
Istanbul - Türkiye: +90 539 599 1206
Amman - Jordan: +962 79 712 3347

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Ref: 16378_1018200 **Date:** 3 – 7 January 2027 **Location:** Istanbul (Turkey) **Fees:** 4900 Euro

Introduction:

The "Public Procurement and Contract Negotiation" course equips professionals with the essential knowledge and skills required to navigate the complexities of public procurement processes and engage in effective contract negotiations. This course examines the intricacies of public procurement laws, ethical considerations, and strategic negotiation techniques, enabling participants to manage procurement activities effectively in accordance with relevant legal frameworks.

By exploring various negotiation strategies and contract management practices, the Public Procurement and Contract Negotiation program enhances participants' ability to secure favorable terms and mitigate risks associated with public contracts. It incorporates real-world scenarios to facilitate experiential learning and critical thinking. Participants will gain an understanding of public procurement procedures and develop the negotiation skills necessary to achieve optimal outcomes in public sector contracting.

Targeted Groups:

This Public Procurement and Contract Negotiation training targets professionals seeking specialized knowledge and skills:

- Public procurement officers aiming to enhance their negotiation capabilities.
- Contract managers are responsible for overseeing public sector agreements.
- Legal advisors specializing in public procurement law.
- Policy makers are involved in the formulation of procurement regulations.
- Financial analysts assess the economic implications of public contracts.
- Consultants advising public entities on procurement strategies.
- Auditors evaluate compliance with procurement procedures.
- Academics researching public procurement practices.

Course Objectives:

Participants will achieve the following objectives by completing the Public Procurement and Contract Negotiation course:

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- Understand the legal and ethical frameworks governing public procurement.
- Identify and apply best practices in procurement planning and execution.
- Develop effective negotiation strategies tailored to public sector contracts and procurement.
- Analyze and mitigate risks associated with public procurement processes.
- Evaluate supplier proposals using established criteria and methodologies to ensure a comprehensive assessment.
- Draft and manage contracts that align with organizational objectives.
- Communicate effectively with stakeholders throughout the procurement cycle.
- Utilize tools and techniques for monitoring and evaluating contract performance.
- Address disputes and conflicts in procurement and contract management.
- Foster transparency and accountability in public procurement activities.

Targeted Competencies:

Participants will gain the following competencies during the Public Procurement and Contract Negotiation program:

- Proficiency in interpreting and applying public procurement laws and regulations.
- Ability to design and implement procurement strategies that meet organizational needs.
- Skill in conducting negotiations that result in favorable contract terms.
- Competence in assessing and managing risks throughout the procurement process.
- Expertise in evaluating supplier proposals and selecting appropriate vendors.
- Capability to draft clear and enforceable contracts.
- Aptitude for managing stakeholder relationships effectively.
- Knowledge in monitoring and evaluating contract performance against established benchmarks.
- Ability to resolve disputes and conflicts in procurement and contract management.
- Commitment to promoting transparency and accountability in procurement activities.

Studying Scenarios:

In this Public Procurement and Contract Negotiation training, participants will develop their skills through the analysis of the following scenarios:

- Negotiating contract terms with a supplier under tight budget constraints.
- Addressing a breach of contract by a vendor and determining appropriate remedies.
- Evaluating multiple supplier proposals to select the most advantageous offer.
- Managing stakeholder expectations during a procurement process.
- Implementing procurement strategies that comply with legal and ethical standards.
- Resolving conflicts arising from differing interpretations of contract clauses.
- Assessing the impact of procurement decisions on organizational objectives.
- Developing strategies to enhance transparency and accountability in procurement activities.

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Course Content:

Unit 1: Introduction to Public Procurement:

- Overview of public procurement principles and objectives.
- Legal and regulatory frameworks governing public procurement.
- Ethical considerations in public procurement.
- Procurement planning and strategy development.
- Roles and responsibilities of procurement professionals.
- Public procurement cycles and stages.
- The Importance of Transparency and Accountability in Procurement.

Unit 2: Procurement Methods and Procedures:

- Competitive bidding processes and their applications.
- Non-competitive procurement methods and justifications.
- Request for Proposal RFP and Request for Quotation RFQ procedures.
- Evaluation criteria and methodologies for supplier selection.
- Contract award procedures and documentation.
- Managing procurement documentation and records.
- Ensuring compliance with procurement regulations.

Unit 3: Contract Negotiation Strategies:

- Fundamentals of negotiation theory and practice.
- Developing negotiation strategies tailored to public procurement.
- BATNA Best Alternative to a Negotiated Agreement concept and application.
- Negotiation tactics and techniques.
- Managing negotiation teams and roles.
- Ethical considerations in negotiation.
- Documenting and formalizing negotiated agreements.

Unit 4: Contract Management and Performance Monitoring:

- Contract implementation and administration.
- Monitoring and evaluating contract performance.
- Managing contract variations and amendments.
- Risk management in contract execution.
- Dispute resolution mechanisms in contract management.
- Ensuring compliance with contract terms and conditions.
- Reporting and documentation in contract management.

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Unit 5: Advanced Topics in Public Procurement:

- Public-Private Partnerships PPPs in Procurement.
- Sustainable procurement practices.
- Innovation and technology in procurement.
- Global Trends and Challenges in Public Procurement.
- Capacity building and professional development in procurement.
- Future directions in public procurement.
- Case studies of successful public procurement initiatives.

Final Insights & Key Takeaways:

This course provides participants with a comprehensive understanding of public procurement processes and effective contract negotiation techniques. Participants will manage procurement activities efficiently and negotiate contracts that align with organizational objectives.