

# **Procurement Essentials for Executives**

**Delivery Format:** LIVE Webinar **Course Structure:** 90 Minutes

Target Audience: Managers, Directors, and Executives in Canadian public sector

procurement

Price: \$5,995 for up to 25 participants.

For pricing on a fully customized webinar please contact our office.

### **Rewarding your Loyalty**

If you sign an agreement with us for a longer duration, then we reward you for your loyalty:

- No contract/1 webinar purchase in a year: no discount
- 2 year contract: Minimum 2 webinar purchases required to qualify for 10% discount which will be applied on completion of second webinar purchase
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Executives and Elected Officials provide oversight to ensure that procurement processes are conducted fairly, legally and within corporate policy. This 90-minute interactive webinar provides a high-level overview of the foundational laws behind competitive contracting, identifies key risk areas in the procurement process and outlines the critical role that executives play in ensuring that their organization receives maximum value from procurement activities. Participants will identify the high-risk procurement activities in their own organization and discover strategies to mitigate those risks.

### **Learning Objectives**

- Identify high-risk areas in the procurement process.
- Discover tips to avoid supplier challenges and claims of unfairness.
- Consider how to avoid allegations of preference, bias and conflict of interest.
- Outline strategies to avoid personal and corporate liability.
- Highlight the appropriate role for executives during the procurement process.



#### **About**

Since 1980, The Procurement School has been helping Canadian public sector organizations realize maximum value through their procurement and contracting activities.

Incorporating the lates developments in adult education and curriculum design, our online and blended learning options capture the latest legal, practical, and business developments to empower procurement professionals to improve contract outcomes.

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### Join

The Procurement School
Community – a place for
procurement professionals to
gather, engage, and learn.

#### **Contact Us:**

Learn more about what The Procurement School could do for your organization and how we can tailor a session to your specific organizational needs, please contact us:

hello@theprocurementschool.com theprocurementschool.com 250-370-0041

the procurement school

The Atrium #301 – 1321 Blanshard Street Victoria, BC V8W 0B6

## **Additional benefits**

- Complementary 1-1 short meeting between our project sponsor and our subject matter after the engagement ends to discuss any questions. \* New
- Complimentary 1-1 meeting opportunity to share your unique story as a thought leader with the world \* New
- We plant a tree on your behalf for each purchase made counted via checkout \* New
- 10% complimentary price off on purchase of our Procurement eBook \* New
- Credly Badge that can be shared on social media \* New
- Online 'Free Community' access that allows free interaction with members of our community \* New