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COURSE BROCHURE

# Mini MBA in Public Procurement Leadership Course

25 October – 5 November 2027
Barcelona

**jupiterprime.uk**

info@jupiterprime.uk

Registered in the United Kingdom and Saudi Arabia

# Mini MBA in Public Procurement Leadership Course

**Ref:** 924_34975 **Date:** 25 October – 5 November 2027 **Location:** Barcelona **Fees:** 9500 GBP

The Mini MBA in Public Procurement Leadership is a 2-week training course for heads of procurement and commercial leads in ministries, public agencies and state-owned enterprises, and each participant leaves with a Public Commercial Strategy for one spend area. Public bodies must now show that every tender buys measurable public value while standing up to audit and citizen scrutiny. Jupiter Prime Training runs this Mini MBA in Public Procurement Leadership for public buyers stepping into executive roles.

## Why Mini MBA in Public Procurement Leadership Matters Now

Three groups now shape public buying. Finance ministries tie budgets to outcomes, so commercial leads must link each contract to a policy goal and a spending envelope. Auditors and oversight committees examine award decisions line by line, and a weak evaluation record can stall a project for months. Citizens and local suppliers expect tenders to create jobs, open doors to small firms and respect the environment. Public bodies that lead procurement well deliver services on time and protect trust; those that do not face challenge, delay and waste. The course draws on ISO 20400 Sustainable Procurement guidance and on public value and contract lifecycle models used across health, infrastructure and utilities.

## Who Gains Most from Mini MBA in Public Procurement Leadership

- Leaders accountable for the sourcing strategy and annual spend of a ministry or agency
- Commercial directors who chair tender committees and sign award recommendations
- Contract owners responsible for the performance of large service and works agreements
- Budget and planning officers who align purchase plans with funded work plans
- Senior advisers who prepare public bodies for audit and oversight reviews

A procuring entity that sends its procurement head, its finance officer and its legal adviser together gains most, since all three return with one shared approach to tender design, award reasoning and contract oversight.

## Mini MBA in Public Procurement Leadership Capabilities

Participants leave able to defend a public sourcing decision before a tender board, an auditor and a minister alike.

- Build a public value case linking a spend area to policy outcomes — budget approval panels
- Design a competitive procedure that balances openness, speed and market capacity — tender committees
- Specify evaluation criteria that weigh quality, life cycle cost and social value — award decisions
- Test an award file against equal treatment and transparency principles — audit and challenge readiness
- Apply contract governance routines to large framework and works agreements — accounting officers
- Communicate procurement performance in terms of service outcomes and savings — ministers and boards

## Key Mini MBA in Public Procurement Leadership Terms

- Public value — the benefit citizens receive from spending public money, judged by service results, fairness and long-term cost.
- Procuring entity — the ministry, agency or state-owned body legally responsible for running a purchase and awarding the contract.
- Most economically advantageous tender — an award basis that weighs quality, life cycle cost and wider benefits rather than lowest price alone.
- Framework agreement — an umbrella arrangement with one or more suppliers setting terms for call-off orders over a fixed period.
- Social value — the employment, small-business, community and environmental benefit a public contract is designed to create.
- Standstill period — a pause between announcing an award decision and signing, allowing unsuccessful bidders to raise a challenge.

## Mini MBA in Public Procurement Leadership Day by Day

## Day 1: The Public Commercial Landscape

- Public Value Chain Mapping — Linking Spend to Citizen Services
- Spend Classification by Ministry and Service Line — Locating Commercial Priorities
- Stakeholder Mapping for Tender Boards — Securing Executive Sponsorship
- Commercial Maturity Assessment — Setting the Function's Development Path
- Policy Objective Translation — Turning Mandates Into Sourcing Goals

## Day 2: Public Finance and Budget Cycles

- Budget Envelope Planning — Matching Purchase Plans to Funded Allocations
- Multi-Year Commitment Control — Avoiding Unfunded Contract Obligations
- Life Cycle Costing for Public Assets — Comparing Capital and Running Costs
- Value for Money Tests — Economy, Efficiency and Effectiveness Balance
- Annual Procurement Plan Drafting — Sequencing Tenders Across the Year

## Day 3: Tender Law Principles

- Equal Treatment and Non-Discrimination — Designing Fair Access for Bidders
- Transparency and Publication Duties — Notices, Clarifications and Records
- Proportionality in Qualification Criteria — Avoiding Barriers to Smaller Firms
- Conflict of Interest Declarations — Protecting Evaluation Panel Integrity
- Bid Challenge and Standstill Handling — Responding to Aggrieved Bidders

## Day 4: Choosing the Competitive Procedure

- Open Versus Restricted Tendering — Market Depth and Timeline Trade-Offs
- Competitive Dialogue and Negotiated Routes — Complex Requirement Fit
- Framework Agreements and Call-Offs — Recurring Demand Across Agencies
- Direct Award Justification — Documenting Exceptional Circumstances
- Pre-Market Engagement Sessions — Shaping Specifications With Supplier Input

## Day 5: Evaluation and Award Reasoning

- Most Economically Advantageous Tender Models — Weighting Price and Quality
- Scoring Scales and Moderation — Consistent Panel Judgements
- Abnormally Low Bid Review — Testing Delivery Credibility
- Award Report Writing — Defensible Reasons for Unsuccessful Bidders
- Debriefing Practice — Turning Feedback Into Stronger Future Bids

## Day 6: Social Value and Sustainable Public Buying

- ISO 20400 Sustainable Procurement Principles — Embedding Responsible Criteria
- Local Content and Small Business Lots — Widening the Supplier Base
- Social Value Measurement Frameworks — Evidencing Community Benefit
- Green Public Specifications — Energy, Waste and Emissions Criteria
- Modern Slavery and Labour Standard Checks — Supplier Due Diligence

## Day 7: Contract Governance in Public Bodies

- Contract Tiering by Risk and Value — Allocating Oversight Effort
- Key Performance Indicator Design — Service Credits and Remedies
- Variation and Change Control — Keeping Amendments Within Scope
- Payment Milestone Verification — Linking Release to Delivered Outputs
- Supplier Failure Contingency — Step-In Rights and Exit Planning

## Day 8: Audit Readiness and Integrity

- Procurement Audit Trail Standards — Records an Inspector Expects
- Fraud and Collusion Red Flags — Bid Rigging Pattern Detection
- Delegated Authority Matrices — Who Approves at Each Threshold
- Internal Control Self-Assessment — Closing Gaps Before Inspection
- Responding to Audit Findings — Corrective Action Tracking

## Day 9: Leading the Public Commercial Function

- Commercial Operating Model Options — Central, Shared or Devolved Buying
- Capability Frameworks for Public Buyers — Grading Skills and Gaps
- Procurement Performance Dashboards — Reporting Outcomes to Ministers
- Change Leadership in Bureaucracies — Moving From Compliance to Value
- Collaborative Purchasing Across Agencies — Aggregating Demand Wisely

## Day 10: Practising the Public Commercial Strategy

- Spend Area Diagnostic — Applying Budget and Value Analysis
- Procedure and Evaluation Design — Choosing the Route and Award Model
- Social Value and Governance Annex — Setting Measures and Oversight
- Tender Board Simulation — Handling Audit and Policy Challenge
- Public Commercial Strategy Presentation — Final Recommendation to the Panel

## Applying Mini MBA in Public Procurement Leadership After the Course

- Run a procedure selection review for the next three major tenders, testing each against market depth, timeline and challenge risk.
- Audit one recent award file against equal treatment and transparency principles, then brief the tender board on corrective actions.

## Mini MBA in Public Procurement Leadership Questions FAQ

### What is the Mini MBA in Public Procurement Leadership and why does it matter now?

It is an executive education in leading public purchasing, linking tenders to budgets, policy goals and audit standards. It matters now because public bodies are judged on outcomes and fairness, and commercial leads need methods that hold up before tender boards and oversight committees.

### Which roles gain most from the Mini MBA in Public Procurement Leadership?

Heads of procurement, commercial directors and contract owners in public bodies gain most. Budget officers and advisers who prepare agencies for audit also benefit, because they learn the procedure, evaluation and governance logic their procurement colleagues apply.

### How does the Mini MBA in Public Procurement Leadership differ from a private sector procurement course?

It centres on public law principles, budget cycles, social value and audit scrutiny rather than profit margins. Private sector courses focus on category economics and supplier margins, while this course prepares you to defend decisions to citizens, auditors and ministers.

## What do you bring back from the Mini MBA in Public Procurement Leadership?

You bring back a sourcing strategy for one spend area, tested in a tender board simulation. You also gain reusable templates for procedure selection, evaluation weighting and contract oversight that apply to future public tenders.

## Mini MBA in Public Procurement Leadership: The Way Forward

The Public Commercial Strategy is the first tool to use back at work. It informs the choice of procedure for the next major tender in the chosen spend area and is read by the tender board, the finance officer and the accounting officer. After its first use, revisit the social value measures, since early contract results often show which community benefits suppliers can truly deliver.