# Building Government Contract Management and Procurement Excellence Training Course



15 - 19 Nov 2026

Istanbul

4900 € (Per Person)

Ref: #GOV7847_217859

## Course Introduction / Overview:

This comprehensive training course provides a strategic framework for mastering government contract management and procurement. In the public sector, procurement is more than a transaction; it is a critical process for safeguarding public funds and ensuring public accountability. This course, offered by BIG BEN Training Center, is grounded in the foundational principles of public administration and public policy, drawing on the academic work of leading authors like Steven Kelman, whose research on government purchasing and procurement reform provides a vital perspective. We will explore how to move from a reactive, compliance-focused approach to a proactive, value-driven strategy that delivers better outcomes for citizens. Participants will learn how to draft clear and enforceable contracts, manage vendor performance, and navigate the complex legal and ethical issues inherent in public contracting. By the end of this program, you will possess the tools to not only ensure compliance with regulations but to build more effective, transparent, and trusted relationships with the private sector.

## Target Audience / This Training Course is Suitable for:

- Government contract and procurement specialists.
- Public sector managers and civil servants.
- Financial managers and budget officers.
- Auditors and compliance specialists.
- Legal professionals in public service.
- Anyone involved in vendor selection and contract oversight.

## Target Sectors and Industries:

- Government and public administration agencies.
- Defense and national security.
- Infrastructure and public works.
- Education and academic institutions.
- Public utilities and energy.
- Healthcare and public health services.

## Target Organizations Departments:

- Procurement and Contracts.
- Finance and Accounting.
- Internal Audit and Compliance.
- Legal and Regulatory Affairs.
- Operations and Administration.
- Strategic Planning.

## Course Offerings:

By the end of this course, the participant will have mastered the following skills:

- Apply fundamental principles of government procurement.
- Draft clear and legally sound contracts.
- Evaluate vendor bids and proposals with objectivity.
- Manage contract performance and ensure compliance.
- Negotiate effectively with private sector partners.
- Identify and mitigate risks in the contracting lifecycle.
- Foster transparency and integrity in the procurement process.
- Utilize e-procurement platforms and digital tools.
- Understand the legal and ethical framework of public contracting.
- Conduct contract closeout procedures and post-award audits.
- Training Methodology:
- This training course at BIG BEN Training Center uses a highly interactive and practical approach to ensure participants can immediately apply their new skills. We move away from simple lectures and instead use a blend of engaging activities, including hands-on contract drafting exercises, group case studies, and real-world scenarios drawn from various government contexts. For example, participants will analyze a complex government contract and identify potential risks and loopholes. Collaborative workshops will allow for peer-to-peer learning, where attendees can share challenges and best practices from their own organizations. The course also includes hands-on practice sessions for conducting pre-award risk assessments and developing vendor performance metrics. We emphasize a continuous feedback loop, not just for employees but for the participants themselves. Throughout the program, our experienced instructors provide personalized guidance and constructive feedback, creating a supportive learning environment that prepares public servants for the specific complexities of their roles.

- Training Content Map (Course Topics):

## Unit One: Foundations of Public Procurement

- The unique principles of government procurement.
- The procurement lifecycle from planning to closeout.
- Understanding procurement regulations and legal frameworks.
- The importance of public accountability and transparency.
- Distinctions between public and private sector contracting.
- The role of competition and fairness.
- Ethical considerations in procurement.

## Unit Two: Pre-Award Management

- Conducting a comprehensive needs assessment.
- Developing effective solicitations and bidding documents.
- The process of source selection and vendor evaluation.
- Managing conflicts of interest.
- Pre-award risk assessment.
- Drafting a clear and enforceable contract.
- Legal aspects of public contracts.

## Unit Three: Post-Award Contract Management

- The role of the contract manager.
- Monitoring contract performance and deliverables.
- Managing changes and modifications.
- Dispute resolution and conflict management.
- Vendor relationship management.
- Compliance and reporting requirements.
- Best practice for post-award audits.

## Unit Four: Advanced Topics in Procurement

- E-procurement platforms and digital tools.
- Strategic sourcing and its application in government.
- Performance-based contracting.
- Public-private partnerships and their governance.
- Risk management for complex projects.
- The future of public procurement.
- Data analytics in procurement.

## Unit Five: Ethics and Integrity in Contracting

- Identifying and managing ethical dilemmas.
- Preventing fraud, waste, and abuse.
- The role of internal controls.
- Building a culture of integrity.
- Whistleblower protection and reporting mechanisms.
- The consequences of non-compliance.
- Leadership and moral courage in procurement.

# FAQ:

### Qualifications required for registering to this course?

There are no requirements.

### How long is each daily session, and what is the total number of training hours for the course?

This training course spans five days, with daily sessions ranging between 4 to 5 hours, including breaks and interactive activities, bringing the total duration to 20 - 25 training hours.

## Something to think about:

Given the public sector's mandate for transparency and fairness, how can procurement professionals balance the need for a highly competitive bidding process with the goal of fostering long-term, collaborative relationships with trusted suppliers?

## What unique qualities does this course offer compared to other courses?

This training course distinguishes itself by focusing exclusively on the complexities of government contract management and procurement. While many programs offer generic contracting principles, our content is tailored to the specific legal, ethical, and political challenges of public service. We provide a robust framework that moves beyond compliance, empowering participants to think strategically and deliver greater value to taxpayers. The course offers a blend of foundational theory and practical, actionable insights, including hands-on simulations that allow participants to apply what they learn in a risk-free environment. It is this combination of academic rigor, practical application, and an unwavering focus on the unique public service context that sets this program apart from others.