Public Procurement and Government Tendering Compliance Training Course

06 - 10 Dec 2026

Istanbul

4900 € (Per Person)

Ref: #PSC1939_206970

Course Introduction / Overview:

Navigating the complex landscape of public procurement and government tendering is a critical skill for any organization seeking to engage with the public sector. This comprehensive training course is designed to demystify the entire procurement lifecycle, from identifying opportunities to managing contracts and ensuring full compliance. It provides a deep dive into the legal frameworks, procedural requirements, and strategic considerations that underpin successful bidding. In line with the principles discussed by leading academic authorities like Sue Arrowsmith in her seminal work, "The Law of Public and Utilities Procurement," this program emphasizes not just the 'how' but also the 'why' behind procurement regulations. Participants will gain a robust understanding of how to craft compelling, compliant, and competitive proposals that stand out. BIG BEN Training Center has developed this course to equip professionals with the practical tools and strategic insights needed to mitigate risks, avoid costly errors, and maximize their chances of securing government contracts. The curriculum moves beyond theory to address real-world challenges, ensuring that attendees leave with actionable knowledge to improve their organization's tendering performance and maintain the highest standards of ethical conduct and transparency in all procurement activities.

Target Audience / This training course is suitable for:

- Procurement Managers and Officers.
- Contract Administrators and Managers.
- Bid and Proposal Managers.
- Sales and Business Development Professionals.
- Compliance and Legal Officers.
- Government Officials involved in the procurement cycle.
- Project Managers overseeing government contracts.
- Finance Managers and Auditors.
- Supply Chain and Logistics Professionals.
- Consultants advising on public sector bidding.
- Executives and Directors responsible for strategic growth.

Target Sectors and Industries:

- Construction and Engineering.
- Information Technology and Telecommunications.
- Healthcare and Pharmaceuticals.
- Defense and Aerospace.
- Professional Services and Consulting.
- Energy and Utilities.
- Transportation and Logistics.
- Manufacturing and Supply.
- Non-Profit and Non-Governmental Organizations.
- Governmental agencies, public bodies, and state-owned enterprises.

Target Organizations Departments:

- Procurement and Purchasing Department.
- Legal and Compliance Department.
- Sales and Business Development Department.
- Finance and Accounting Department.
- Contracts Management Department.
- Project Management Office (PMO).
- Strategic Planning Department.
- Internal Audit and Risk Management Department.
- Operations Department.

Course Offerings:

By the end of this course, the participants will have able to:

- Master the complete public procurement lifecycle from planning to contract closeout.
- Interpret complex tender documents, including RFPs, RFQs, and ITTs accurately.
- Develop a strategic approach to bid and no-bid decision-making.
- Write clear, compliant, and persuasive bid proposals that meet evaluation criteria.
- Navigate the legal and regulatory frameworks governing public procurement.
- Implement effective contract management and administration practices post-award.
- Identify and mitigate common risks associated with government tendering.
- Understand and apply principles of ethical conduct and transparency in procurement.
- Analyze tender evaluation criteria to strategically position their proposals.
- Manage supplier relationships within the public sector context effectively.
- Prepare for procurement audits and ensure organizational compliance.

Course Methodology:

The training methodology at BIG BEN Training Center is designed to be immersive, interactive, and highly practical, ensuring that participants can immediately apply their learning in a professional context. We move beyond traditional lectures to create a dynamic learning environment where engagement is key. The course is built around real-world case studies drawn from various public sector domains, allowing participants to analyze complex tendering scenarios and debate effective strategies. Interactive sessions, group workshops, and mock bid-writing exercises form the core of the program, providing hands-on experience in drafting and evaluating proposals. Participants will engage in team-based activities that simulate the competitive bidding process, fostering collaboration and critical thinking. Expert facilitators guide discussions, share industry best practices, and provide personalized feedback to help attendees refine their skills. The methodology emphasizes a problem-solving approach, encouraging participants to bring their own professional challenges to the table for confidential discussion and resolution. This blend of expert instruction, peer-to-peer learning, and practical application ensures a comprehensive and lasting educational experience.

Course Agenda (Course Units):

Unit One: Foundations of Public Procurement and Legal Frameworks

- Introduction to public procurement principles and objectives.
- The global and local legal frameworks governing government tenders.
- Understanding key terminology (RFP, RFQ, ITT, EOI).
- The complete public procurement lifecycle and its key stages.
- Roles and responsibilities of procurement entities and bidders.
- Core principles of transparency, fairness, and value for money.
- Ethical considerations and anti-corruption measures in procurement.

Unit Two: The Pre-Tendering and Bidding Preparation Phase

- Identifying and sourcing government tender opportunities.
- Conducting thorough analysis of tender documents and requirements.
- Developing a strategic bid/no-bid decision-making process.
- Crafting a detailed bid plan and timeline.
- Assembling a winning bid team with clear roles.
- Formulating clarification questions for the procuring entity.
- Understanding pre-qualification criteria and processes.

Unit Three: Crafting a Compliant and Competitive Proposal

- Structuring a compelling and easy-to-evaluate proposal.
- Writing the executive summary and technical response sections.
- Developing a competitive pricing and commercial strategy.
- Addressing all mandatory compliance requirements meticulously.
- Showcasing value, innovation, and past performance effectively.
- Common mistakes in proposal writing and how to avoid them.
- Final review, quality assurance, and submission best practices.

Unit Four: Tender Evaluation, Contract Award, and Management

- Understanding the tender evaluation process and criteria.
- The role of evaluation committees and scoring methodologies.
- Preparing for and participating in bidder presentations or negotiations.
- Managing post-submission communications and clarifications.
- The contract award process and standstill periods.
- Effective contract mobilization and kickoff.
- Key principles of public sector contract administration and management.

Unit Five: Advanced Procurement, Compliance, and Risk Management

- Managing contract variations, claims, and disputes.
- Strategies for effective supplier relationship management (SRM) in the public sector.
- Introduction to e-procurement platforms and digital submissions.
- Procurement risk identification, assessment, and mitigation.
- Ensuring ongoing compliance and preparing for procurement audits.
- Sustainable and green public procurement trends.
- Future outlook and emerging best practices in government tendering.

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:

In an era of increasing demand for sustainable and socially responsible sourcing, how can public procurement policies be redesigned to drive innovation and social value without compromising on the core principles of fairness and value for money?

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

This training course distinguishes itself through its holistic and pragmatic approach, covering the entire procurement lifecycle from strategic planning to contract closeout. Unlike programs that focus narrowly on bid writing, this course integrates the critical elements of legal compliance, risk management, and post-award contract administration, providing a 360-degree view of public sector engagement. Its core strength lies in the emphasis on the strategic mindset required for success, teaching participants not just how to respond to a tender, but how to think like the evaluating committee. The curriculum is built upon a foundation of real-world case studies and interactive simulations, moving beyond theoretical knowledge to build practical, applicable skills. We delve into the nuances of procurement ethics and transparency, preparing professionals to navigate complex situations with integrity. The course content is continuously updated to reflect the latest trends, including the rise of e-procurement, sustainable sourcing, and evolving international regulations. It offers a unique blend of strategic insight, legal acumen, and operational best practice, designed to transform participants into highly effective and compliant procurement professionals.