



Public Procurement Excellence

Programme 2021



"It is fundamentally the confusion between effectiveness and efficiency that stands between doing the right things and doing things right. There is surely nothing quite so useless as doing with great efficiency what should not be done at all."

PETER DRUCKER

SPECIFICATION

Standard

Product

Design

Shaping Modern Public Procurement!

As a university, we see it as our responsibility to provide state-of-the-art know-how and ensure that experts and managers are even more professional and successful in their jobs. The WU Executive Academy has lived up to this responsibility in offering a variety of successful programmes with an international focus over the years. Our main focus lies on innovation, modern learning design, and current sociopolitical topics.

We are excited to continue the beneficial cooperation with BBG and deliver an enhanced programme for public procurement. The fact that the European Commission has again agreed to fund the project shows that this topic has increased in relevance. Our goal is to continue contributing to the professionalization of public procurement by providing the international participants with current know-how, instruments, and tools on the one hand, and to facilitate the international exchange of experience among experts on the other hand.

Prof. Barbara Stöttinger

Dean, WU Executive Academy

As we all perceive, the current COVID crisis has various impacts on public procurement. More flexibility provided by the EU's public procurement framework as well as professional public procurement experts ensure rapid, efficient and legally compliant purchases of urgently needed goods. Public procurement is more relevant than ever. Lean processes, market expertise, technical solutions,

sustainable and innovative procurement as well as legal expertise provide the security of supply for critical products and services as well as flexibility in reacting to new conditions.

The European Commission has initiated a second round of the comprehensive training programme dedicated to train experts of Central Purchasing Bodies (CPBs). After a highly successful first edition and very positive feedback from all stakeholders, the BBG is delighted to coordinate and implement the second programme.

Participants can profit from our longstanding market knowledge in the field of modern public procurement, our practical experience in the professional development of CPB staff, the experience of international EU projects and our tools, methods and templates used for our daily work routine.

Together with our partner the WU Executive Academy, we are honoured to support other public procurement experts in their professional development with a programme tailored to their needs.

We look forward to welcoming you to the Public Procurement Excellence Programme 2021.

Mag. Gerhard Zotter, MBA

Managing Director, BBG



Programme for Certified Public Procurement Experts

THE PROGRAMME

Public Procurement Excellence (PPE)

Working in public procurement means managing different – sometimes even contradictory – requirements. The public procurement practitioner sets the conditions for the most efficient and legally compliant use of public funds and at the same time contributes to socio-political objectives. Therefore, knowledge of a very diverse range of disciplines is required, e.g. law, economics, product and market expertise, technical know-how and socio-political objectives. Procurers must be able to balance all of these disciplines, in order to create meaningful tendering strategies.

To further support public procurement practitioners in performing their roles and achieving the objectives of public procurement, the European Commission has initiated and is funding a second training programme for CPB personnel.

This programme offers a unique combination of an academic and a practical approach. The goal is to provide state-of-the-art knowledge, tools and methods for modern public procurement, including policy objectives like SME-friendly, green and innovative procurement. Experienced public procurement experts from the BBG and other relevant public institutions as well as renowned lecturers from the Vienna University of Economics and Business form a unique teaching team.

Furthermore, the programme will encourage networking activities by establishing an Alumni Network and organising a module with participants and Alumni of the first programme. The Closing Conference will also be an opportunity for participants to meet with best practitioners in public procurement, representatives of the European Commission and other relevant stakeholders.

THE TARGET GROUP

- › Personnel working for newly or to be established CPBs. In addition, staff with policy, regulatory or control functions in public procurement as well as personnel working from local and regional authorities, in case CPBs are not yet (fully) established.
- › Experienced public procurement staff with minimum 3 years of professional working experience.
- › Individuals with a good command of English.

THE STRUCTURE

- › The following structure is planned, but might be subject to adaptation due to the pandemic situation:
 - › Kick Off (online): 2021, Calendar Week 37
 - › Block 1 (online): 2021, Calendar Week 39+40
 - › Block 2 (online): 2021, Calendar Week 45+46
 - › Block 3 (on-site): 2022, Calendar Week 8+9
 - › Block 4 (on-site): 2022, Calendar Week 19
- › Training Times:
 - › online: Monday – Friday, 4 hours per day
 - › on-site: Monday – Saturday, 8 hours per day
- › Participants will work on individual business projects and an asynchronous online training module between the training blocks.

THE VENUE

- › Online blocks will be held via MS Teams.
- › On-site blocks will take place in Vienna, Austria.

THE TEACHING LANGUAGE

English



Training Modules

BLOCK 1 2021: Calendar Week 37, 39, 40	BLOCK 2 2021: Calendar week 45, 46	Agile Leadership 3 days
Module 1 Kick Off & Intro Study Groups 1 day	Module 7 Introduction to Innovation Management 1 day	
Module 2 Introduction to Public Procurement 1 day	Module 8 E-Procurement and Digitisation in Public Procurement 1 day	
Module 3 Characteristics of Centralised Public Procurement 1 day	Module 9 Strategic Purchasing and Supply Chain Management 0,5 days	
Module 4 Legal Framework of Public Procurement 1 day	Module 10 Business Economics for Public Procurement 2 days	
Module 5 International Organisations and Public Procurement 1 day	Module 11 Performance Management 0,5 days	
Module 6 Consequences of Corruption in Public Procurement 1 day		

BLOCK 3 2022: Calendar week 8, 9	Business Project 2 days	BLOCK 4 2022: Calendar Week 19
Module 12 Efficient Tools for Centralised Public Procurement 1 day		Module 21 Convincing Communication & Presentations 1,5 days
Module 13 Effective Tender & Contract Strategies 2 days		Module 22 Negotiations in Public Procurement 1,5 days
Module 14 Professional Management of the Tendering Phase 1 day		Module 23 Establishment of a Sustainable Alumni Network 0,5 days
Module 15 Project and Process Management 2 days		Module 24 Focus: Management 4.0 0,5 days
Module 16 Importance of Socio-Political Objectives in Public Procurement 0,5 days		Module 25 Presentation of Business Projects 0,5 days
Module 17 Inclusion of SMEs in Public Procurement 1 day		Module 26 Closing Conference & Graduation 0,5 days
Module 18 Public Procurement Promoting Innovation 1 day		
Module 19 Sustainable Public Procurement in Practice 1 day		
Module 20 Contract and Supplier Management 1,5 days		

Programme details

GRADUATION

- › Certificate from WU Executive Academy
- › Degree: Certified Public Procurement Expert (30 ECTS)

BENEFITS FOR PARTICIPANTS

- › Personal professional development
- › Expansion of specialist skills in the field of public procurement
- › Enhanced network of public procurement experts
- › Application and distribution of acquired know-how in their organisation

APPLICATION PROCESS

- 1.** Start registration: [click here!](#)
 - 2.** Receive Confirmation E-mail
 - 3.** Receive Login Data
 - 4.** Login to Application Plattform
 - 5.** Complete Application
-  For further information please visit ppe.bbg.gv.at

FEE & FINANCING

- › No tuition fee
- › Programme is subsidised by the European Union
- › All lectures and materials are included
- › Partial reimbursement for travel and accommodation costs (depending on the actual number of days on-site in Vienna)
- › Participants are invited to check their options for additional funding from structural funds in their respective country

TEACHING AND LEARNING METHODS

- › Practical and academic input
- › Interactive programme
- › Learning from best practice
- › Based on the needs of the participants

APPLICATION CHECKLIST

Applicants will be required to provide the following documents/information via the online application platform:

- › Curriculum Vitae
- › Letter of Motivation
- › Letter of Support from the applicant's employer
- › Completed questionnaire regarding expectations for the PPE programme

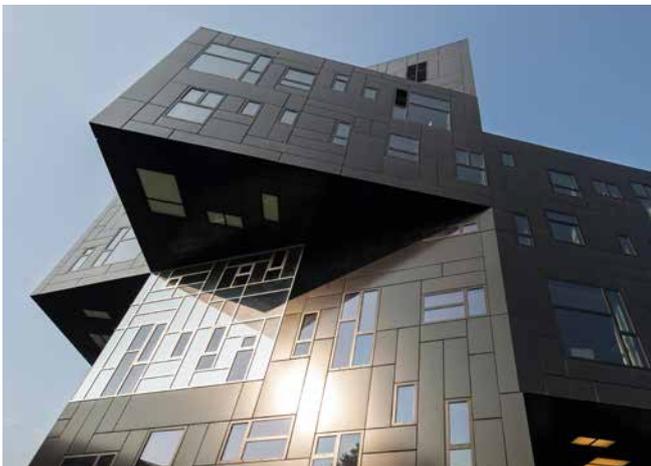
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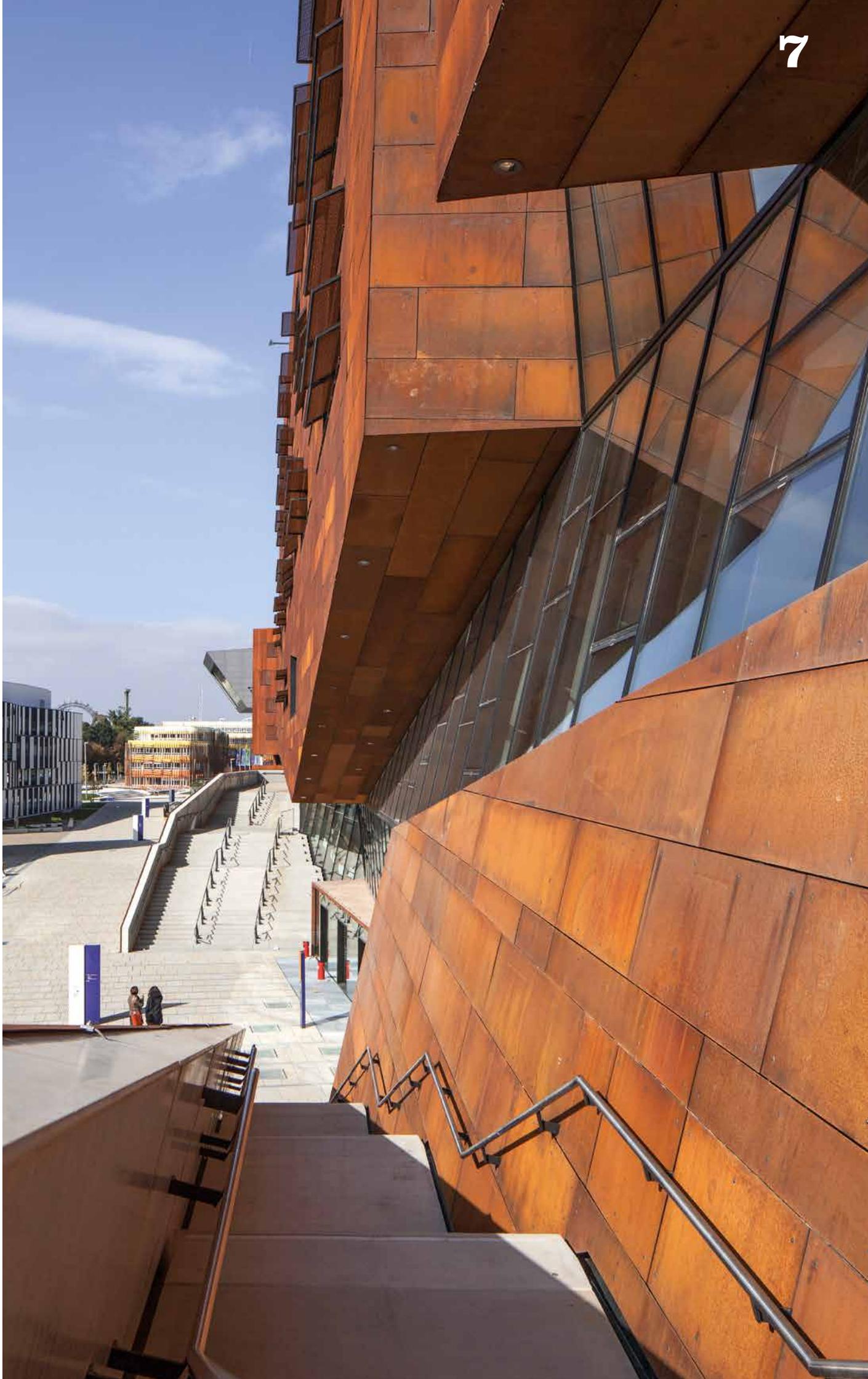
Prof. Barbara Stöttinger

Academic Director, Dean, WU Executive Academy

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