



Public Procurement Excellence

Programme 2022



"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.

The fact that the European Commission has agreed to fund this project for the third time shows the increasing strategic relevance of public procurement. We are excited to continue the beneficial cooperation with BBG and deliver a third round of the Public Procurement Excellence Programme. 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



Prof. Barbara Stöttinger. © Heinz Zegg

Professional public procurement is even more important in times of crisis. New challenges in the areas of supply chains, market structures, prices as well as climate change aspects require a broad range of skills and expertise. BBG, as Austria's reliable public procurement partner, provides required solutions and contributes to an efficient and transparent public administration while simultaneously reducing the burden on public budgets and fostering innovation, sustainability, and the inclusion of SMEs. Professionalisation and the continuous development of our experts have been the key to ensure the timely provision of needed goods and services for the public sector.

The Federal Austrian Procurement Agency (BBG) is delighted that the European Commission has awarded to BBG a third round of the comprehensive training programme for experts of Central Purchasing Bodies (CPBs). Participants can benefit from the extensive knowledge and experience of BBG as well as other international experts in the field of modern public procurement. This includes practical exercises and examples as well as tools, methods and templates used for daily work routines.

In collaboration with our partner, the WU Executive Academy, we are honoured to offer public procurement experts a training programme tailored to their very needs.

We are looking forward to welcoming you to the Public Procurement Excellence Programme 2022.

Dr. Martin S. Ledolter, LL.M.
Managing Director, BBG



Dr. Martin S. Ledolter, LL.M. © F&L/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 the realization of 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 goals. Procurers must be able to balance all these disciplines 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 third 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. Special attention is given to the development of skills that allow for the facilitation of effective and sustainable transfer of knowledge within organisations. Experienced public procurement experts from the BBG and other relevant European public institutions as well as renowned lecturers from the Vienna University of Economics and Business and international universities 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 and second programme. A Closing Conference will give the participants the opportunity 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 training programme is planned to be held on-site in Vienna. The following structure is considered, but might be subject to adaptation due to the pandemic situation:
 - › Block 1 (on site): 2022, Calendar Week 39+40
 - › Block 2 (on-site): 2023, Calendar Week 4+5
 - › Block 3 (on-site): 2023, Calendar Week 13
- › Training Times:
 - › Monday – Saturday, 8 hours per day
- › Participants will work on joint business projects, develop an individual training module for their organisations and complete an asynchronous online training module between the training blocks.

THE VENUE

On-site blocks will take place in Vienna, Austria.

THE TEACHING LANGUAGE

English



Training Modules

BLOCK 1 2022: Calendar Week 39, 40		Agile Leadership 3 days
Module 1 Kick Off & Intro Study Groups 1 day	Module 6 Introduction to Innovation Management 1 day	
Module 2 Introduction to Public Procurement 1 day	Module 7 Efficient Tools for centralised Public Procurement 1 day	
Module 3 Characteristics of Centralised Public Procurement 1 day	Module 8 Effective Tender & Contract Strategies 2 days	
Module 4 Legal Framework of Public Procurement 1 day	Module 9 E-Procurement and Digitalization in Public Procurement 1 day	
Module 5 Project and Process Management 2 days		
BLOCK 2 2023: Calendar Week 4, 5		Business Project 2 days
Module 10 Train-the-trainer (part 1) 0.5 days	Module 16 Importance of Socio-political Objectives in Public Procurement 0.5 days	
Module 11 Management Topic 0.5 days	Module 17 Inclusion of SME's in Public Procurement 1 day	
Module 12 Strategic Purchasing and Supply Chain Management 0.5 days	Module 18 Public Procurement promoting Innovation 1 day	
Module 13 Business Economics for Public Procurement 2 days	Module 19 Sustainable Public Procurement in Practice 1 day	
Module 14 Professional Management of the Tendering Phase 1 day	Module 20 Contract and Supplier Management 1.5 days	
Module 15 Performance Management 0.5 days	Module 21 Negotiations in Public Procurement 1 day	
BLOCK 3 2023: Calendar Week 13		
Module 22 Train-the-trainer (part 2) 0.5 days	Module 25 Consequences of Corruption in Public Procurement 1.5 days	
Module 23 Convincing Communication & Presentations 1.5 days	Module 26 Presentation of Business Projects 0.5 days	
Module 24 International Organisations and Public Procurement 0.5 days	Module 27 Closing Conference & Graduation 0.5 days	

Programme details

GRADUATION

- › Certificate from WU Executive Academy
- › Degree: Certified Public Procurement Expert (15 ECTS)

BENEFITS FOR PARTICIPANTS

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

APPLICATION PROCESS

- 1.** Start registration: [click here!](#)
 - 2.** Receive E-Mail with Application Details
 - 3.** Assemble Application Documents
 - 4.** Upload Documents and Complete Application
 - 5.** Receive Confirmation E-Mail
-  For further information please visit ppe.bbg.gov.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 training 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 during the application process:

- › Curriculum Vitae
- › Letter of Motivation
- › Letter of Support from the applicant's employer

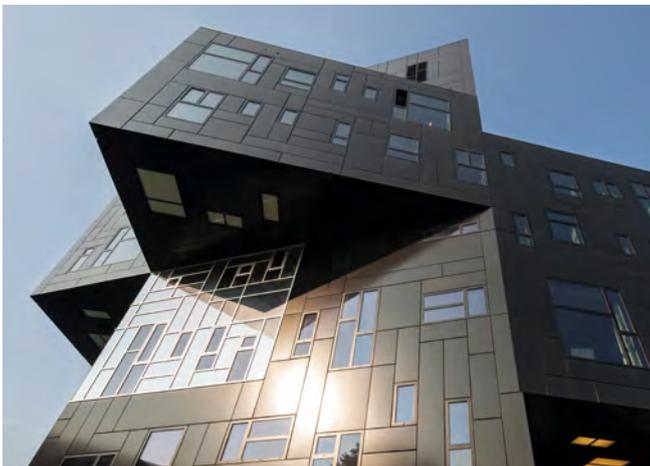
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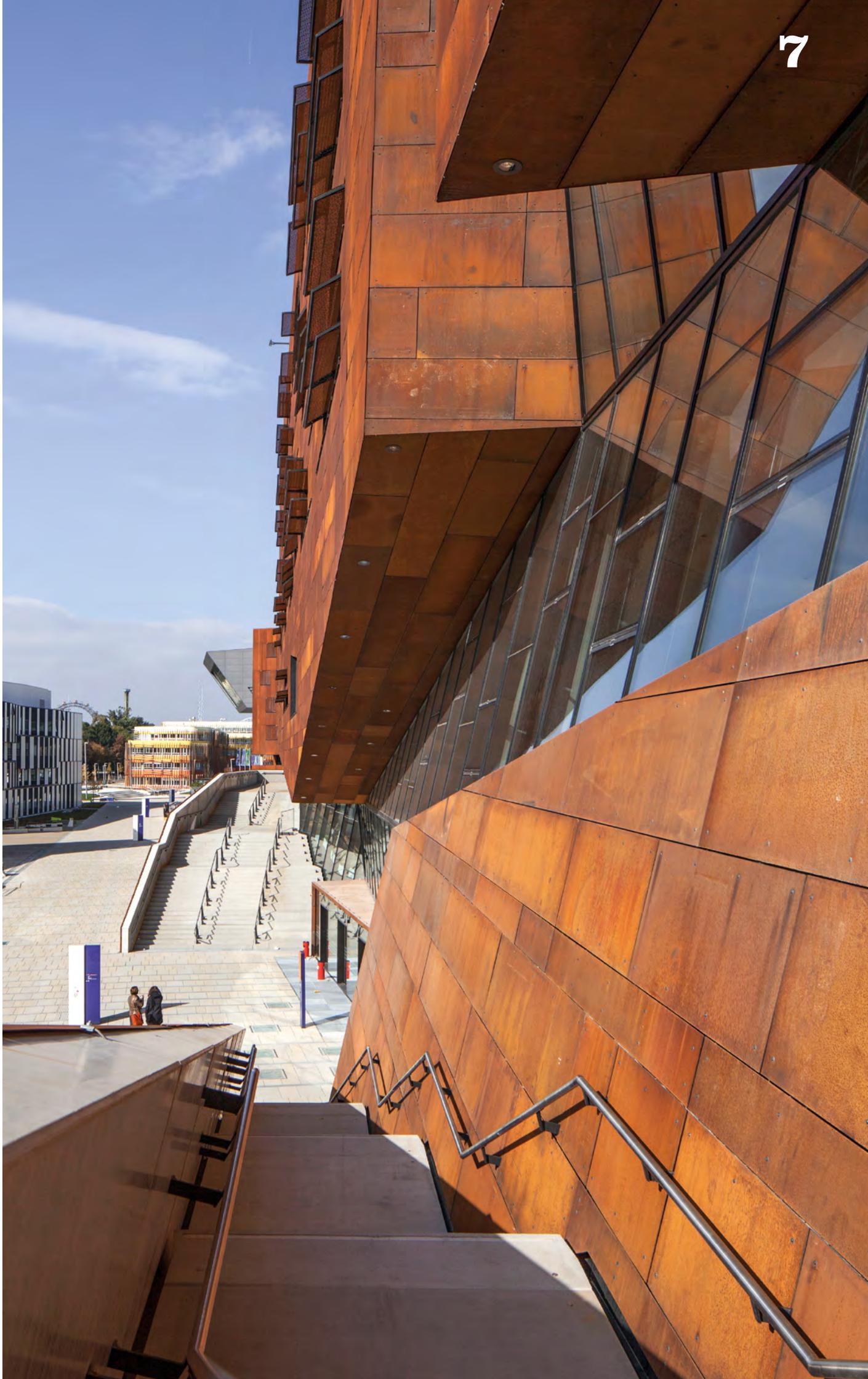
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