



LUMS

Raising Executive
Development Centre



PUBLIC PROCUREMENT MANAGEMENT

May 19 - 23, 2025

Designed in Collaboration with Federal PPRA

Suleman Dawood
School of Business

PUBLIC PROCUREMENT MANAGEMENT

Public sector procurement plays a pivotal role in achieving efficient and effective governance, especially in financially constrained emerging economies like Pakistan. The management of procurement activities directly reflects the performance of public sector organisations and their commitment to transparency and accountability.

The programme, designed in collaboration with Federal PPRA, will equip public sector executives with the skills necessary to initiate and manage procurement projects successfully. The programme will foster a comprehensive understanding of public sector procurement philosophy, strategies, methods, and the inherent trade-offs in decision-making.

BENEFITS

Participants will be able to:

- Understand the principles of effective public sector procurement management.
- Gain insights into various procurement methods of the procurement life cycle, practices, processes, and tools that will enhance their understanding of the public procurement.
- Acquire skills to lead procurement activities within their organisation.
- Develop confidence in e-procurement practices and appreciate the value it brings to the overall procurement cycle.

Programme Date:	May 19 - 23, 2025
Programme Fee:	PKR 200,000
Residential Fee:	PKR 90,000 (Optional)
Venue:	Rausing Executive Development Centre, LUMS

WHO SHOULD ATTEND

The programme is designed for:

- Senior Managers dealing with public sector procurement departments
- Non-procurement professionals dealing with public sector procurement
- Managers heading public sector procurement department
- Executives (public and private sector) who want PPRA Procurement certification

“The programme is highly effective in enhancing the understanding of core principles of procurement and the procurement process. It emphasises the practical applications of procurement in the professional field and fosters a conducive environment, professionalism, a positive attitude, and a problem-solving approach.”

*Syed Afaq Husain Naqvi
Sui Southern Gas Company Limited*

PROGRAMME DIRECTORS



SHAKEEL SADIQ JAJJA

Associate Professor
PhD, Lahore University of Management Sciences

Research Interests:

Supply Chain Management; Technology and Innovation in Supply Chain Relationships; Social and Environmental Compliance in Supply Chain Relationships; Operations Management; Public Procurement



JAMSHED HASAN KHAN

Professor Emeritus
PhD, University of Texas at Arlington

Research Interests:

Productivity; Quality Management; Supply Chain Management; Six Sigma; Project and Procurement Management; Strategy; Developing a Customer Centric Culture

TERMS AND CONDITIONS

ADMISSION PROCESS

Applications will be screened with regard to the suitability of the individual participant profile for the programme. Kindly ensure the submission of your online application by the deadline. Our online application form is available at

<https://redc.lums.edu.pk/programme-calendar>

**Seat in the programme will be reserved on a first-come, first-served basis.*

PROGRAMME FEE

The fee includes tuition costs, reading material, tea and lunch served during the programme. If you wish to avail accommodation at LUMS, there will be an additional fee. It includes accommodation, breakfasts and dinners for the duration of the programme.

However, any extra charges such as telephones, extra meals etc., should be paid on departure. You may check-in on the evening preceding the start date of the programme and check out the morning after the programme ends. You are, however, requested to inform us of the time of your arrival and departure.

ACCOMMODATION

We offer single bed accommodation at the Rausing Executive Centre. Each bedroom with an attached bathroom is equipped with a mini-fridge, writing desk and a direct dial STD/ISD telephone and cable TV. All bedrooms at REC are internet-ready. Please note we do not provide accommodation for drivers accompanying participants.

PAYMENT

Payment is due upon receipt of the acceptance email/letter along with the invoice. Please ensure that the payment reaches the office BEFORE the start of the programme. Space in the programme may only be ensured after we receive the fee. Payment can be made directly through:

- Debit/credit card by visiting <https://pay.lums.edu.pk>. You can process the payment by selecting REDC payments from the Payment Type Section and entering a valid voucher number and access code mentioned on the voucher. Additional bank charges may apply.
- Cash, Crossed Cheque or Pay Order/Bank Draft made in favor of "Lahore University of Management Sciences" at any United Bank- Limited (UBL) branch against the programme voucher.
- 1BILL payment option available on online/mobile/internet banking payment portals where Invoice/Voucher payment option can be found. Please enter the assigned six-digits 1BILL LUMS identifier (prefix) followed by 13-digit voucher # to fetch bill details i.e. 1058674001802223140.

However, the programme fee can also be paid via bank transfer. If you wish to dispatch the cheque directly to our office, please send it to:

Manager Marketing
Rausing Executive Development Centre
Lahore University of Management Sciences
Opposite Sector 'U', DHA Lahore Cantt Pakistan
(+92 42 3560 8243)

** LUMS is a not-for-profit organisation under the Income Tax Ordinance 2001. Accordingly, the income of LUMS is not tax-deductible/collectable.*

DISCOUNT POLICY

If more than two executives from the same organisation participate (up to a group size of 5 participants), each additional participant after the first two gets a 20% discount on the programme fee.

SUBSTITUTES/TRANSFERS AND REFUNDS

If you are unable to attend a registered course, we will accept a substitute until 2 working days before the programme. Substitute candidates will be subject to the same selection process as the original one. If you wish to cancel your name from a programme, please notify in writing or on call at least 5 working days before the programme. In case of late cancellation, the course fee will be refunded after deducting an application processing fee of PKR 40,000.

It is possible to transfer the deposited fee to any open enrolment programme within 3 years. Transfers should be notified at least 5 working days before the programme. In case the participant or sponsoring organisation fails to utilise the funds within 3 years, the deposited fee will be forfeited.

Note: REDC may cancel or postpone a programme due to insufficient enrolment or unforeseen circumstances. In this case, the university will refund the registration fee but will not be responsible for any other related charges/expenses, including cancellation/change charges by airline and travel agencies.

In case of postponement, the fee may be transferred to the rescheduled offering of that programme or any other programme as an alternative to a refund. The University reserves the right to make changes in its programme policies and fees at any time.

Professional Diploma in Public Procurement and Contract Management



4-Month Training Program

Commencement Date:

May 18, 2025

Venue:

NUST PDC, Islamabad



About the Programme

This program is a collaborative initiative between the Pakistan Public Procurement Regulatory Authority (PPRA) and the NUST Professional Development Center (NUST PDC). Its primary goal is to provide participants with a comprehensive understanding of PPRA's rules and regulations. The program aims to enhance participants' knowledge to adopt best practices in public procurement, thereby promoting transparency, accountability, and efficiency in the procurement process.

PPRA and NUST PDC aims to bridge the gap between academia and regulatory bodies, addressing the need for skilled procurement professionals in the public sector. By combining PPRA's expertise in regulatory oversight with NUST PDC's strengths in professional development, the collaboration seeks to establish a comprehensive learning platform that balances practical skills with theoretical understanding.

The objective is to enhance the capacity of public procurement professionals through a specialized 4-month diploma in Public Procurement. This program will equip participants with the tools to handle complex procurement frameworks while adopting best practices aligned with regulatory standards.



Course Outline

Module 1

Introduction to Public Procurement

Week 1

- Welcome address
- Pre-assessment questionnaire
- Course outlines & learning objectives
- Procurement and public procurement
- Importance of public procurement in governance and development
- Procurement life cycle

Week 2

- Fundamentals of public procurement
- Procurement planning & risk management
- Key stakeholders in public procurement
- Need for law to regulate public procurement
- Significance of legal & regulatory framework for public procurement

Module 3

International Procurement

Week 6

- Overview of international frameworks (US, India, BD)
- International best practices in public procurement
- UNCITRAL Guidelines
- World bank guidelines for works, goods & services
- Guest Speaker (World Bank Procurement)

Module 2

Legal Framework for Public Procurement

Week 3

Federal Government

- Public procurement ordinance
- Public procurement rules
- Public procurement regulations/notifications
- Group activity

Week 4

Provincial Governments

- Punjab procurement law & Rules
- Sindh procurement law & rules
- KPK procurement law & rules
- Baluchistan procurement law & rules
- AJK procurement law & rules
- GB procurement law & rules

Week 5

- Comparative analysis of different laws/rules
- Common rules
- Difference among all procurement rules
- Case study on mis-procurement

Course Outline

Module 4

Methods of Procurement

Week 7

- Procedures of open tendering
- Single stage one envelope, single stage two envelope, & two stage methods
- Alternative methods of procurement
- Petty purchase /quotations based purchase
- Direct contracting
- Negotiated tendering
- Exception from advertisement
- Exemptions from procurement law
- Force account & government to government contracting
- Role of logistics in procurement operations

Week 8

- Procurement of services
- Non-consulting services
- Consultancy services
- Consultancy services procurement by Word Bank
- Case study (consultancy services)

Week 9

- Prequalification
- Why pre-qualification?
- Pre-qualification procedure
- Pre-qualification documents (PQD)
- Technical and financial evaluation of PQD
- Case Study (pre-qualification)

Module 5

Role of Commercial Laws in Public Procurement

Week 10

- Contract Act,
- Sales of Goods Act,
- Partnership Act,
- Companies Act,
- Arbitration Act
- Interplay of different laws in the operations of public procurement and contract management (Guest Speaker)

Module 6

Public Private Partnerships (PPP)

Week 11

- Overview of PPP models
- Procurement processes specific to PPP project
- Case study
- Role of PPPs in development in various public sectors (Guest Speaker)

Module 7

Procurement of Works

Week 12

- Pakistan Engineer Council Guidelines for works of all kinds
- Government of Pakistan notifications and guidelines for procurements of works
- Case study on procurement of works

Course Outline

Module 8

Bidding Documents & Public Financial Management

Week 13

- Formulation of bidding documents for goods
- Evaluation Criteria and specification
- Technical evaluations and announcement of reports
- Disposal of unserviceable goods.
- Significance of public financial management in public procurement (Guest Speaker)

Module 10

e-Procurement Trends in Procurement (EPADS)

Week 15

- Sustainable Procurement in keeping with environmental, governance and social considerations
- Use of information technology in modern procurement processes
- Electronic Procurement in Pakistan
- Implementation of e-procurement system (Guest Speaker)

Module 9

Contract Management

Week 14

- Overview of contract management
- Formation of agreements
- Memorandum of understanding, agreements and contracts
- FIDIC Contracts
- Case study (contract management)
- Effective execution of contract management (Guest Speaker)

Closure

Week 16

- Overview/discussion/feedback/award of certificates

Assessment:

- Through written exams, assignments & group activities

COURSE SCHEDULE AND DETAILS



Commencement Date:

May 18



Route your registrations to:

- info@pdc.nust.edu.pk



For info & queries:

- +92-305-8529979 (NUST)
- +92-301-8221543 (NUST)
- +92-9245635 (PPRA)



Venue:

NUST PDC, Islamabad



Course Investment:

PKR 130,000

(Installments and Group Discounts available)

Note: Please direct your invoice to NUST PDC.

Bank Details:

Account Title: NUST (PDC Course)

Account Number: 0918-1008722718

Bank: Bank Alfalah Ltd, H-13 Branch, Islamabad