

The Complete Program of Defense Procurement Management

Supply Chain & Logistics
Munich (Germany)
25 Aug - 19 Sep 2025

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A close-up photograph of chess pieces on a checkered board. In the foreground, a large, ornate gold king piece stands prominently. To its left, a smaller silver pawn is visible. Further back, another silver pawn is positioned. The background features concentric circles, suggesting a radar or sonar scan, which adds a strategic and technological feel to the image.

The Complete Program of Defense Procurement Management

Ref: 321808_147302 **Date:** 25 Aug - 19 Sep 2025 **Location:** Munich (Germany) **Fees:** 0 Euro

Course Description

This comprehensive 20-day program provides an in-depth exploration of defense procurement management. Participants will gain expertise in strategic planning, policy implementation, and best practices in military acquisition and contracting. The course covers the entire procurement lifecycle, from requirements definition to contract closeout, equipping professionals with the knowledge and skills to excel in defense procurement roles.

Learning Objectives

- Develop a comprehensive understanding of defense procurement processes and strategies
- Master the application of procurement policies and regulations in defense acquisitions
- Enhance decision-making skills in supplier selection and contract management
- Improve risk management and mitigation strategies in defense procurement
- Strengthen negotiation and stakeholder management capabilities
- Gain proficiency in utilizing modern procurement tools and technologies

Course Modules

Day 1-2: Introduction to Defense Procurement

- Overview of defense procurement lifecycle
- Key stakeholders and their roles
- Legal and regulatory framework
- Ethical considerations in defense procurement

Day 3-4: Strategic Procurement Planning

- Needs assessment and requirements definition
- Market research and analysis
- Procurement strategy development
- Budget planning and cost estimation

Day 5-6: Sourcing and Supplier Selection

- Request for Proposal RFP development
- Bid evaluation criteria and methodologies
- Supplier pre-qualification and due diligence
- Negotiation strategies and techniques

A graphic of a chessboard with several chess pieces (king, queen, rook, knight, and pawns) in gold and silver. The text 'UK Training PARTNER' is overlaid on the board.

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Day 7-8: Contract Types and Structures

- Fixed-price vs. cost-reimbursement contracts
- Incentive and award-fee contracts
- Indefinite delivery/indefinite quantity IDIQ contracts
- International contracting considerations

Day 9-10: Risk Management in Defense Procurement

- Identifying and assessing procurement risks
- Risk mitigation strategies
- Performance security and warranties
- Dispute resolution mechanisms

Day 11-12: Contract Administration and Management

- Contract performance monitoring
- Change management and contract modifications
- Quality assurance and acceptance procedures
- Subcontract management

Day 13-14: Financial Management in Defense Procurement

- Cost and price analysis techniques
- Progress payments and performance-based payments
- Foreign military sales FMS financial management
- Auditing and financial reporting

Day 15-16: Technology and Innovation in Procurement

- E-procurement systems and tools
- Data analytics for procurement decision-making
- Blockchain applications in defense contracting
- Cybersecurity considerations in procurement

Day 17-18: Sustainable and Ethical Procurement

- Green procurement practices
- Social responsibility in defense contracting
- Anti-corruption measures and compliance
- Supplier diversity and small business programs

Day 19-20: Advanced Topics and Emerging Trends

- Agile acquisition methods
- Public-private partnerships in defense procurement
- International defense cooperation and joint procurement

A graphic of a chessboard with several chess pieces. A large gold king piece is prominent in the foreground, with a silver pawn and a silver knight nearby. In the background, there are concentric circles emanating from a point, suggesting a signal or radar. The text 'UK Training' is above 'PARTNER' in a bold, black, sans-serif font.

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- Future trends and challenges in defense acquisition

Practical Wins for Participants

- Develop a comprehensive procurement strategy for a major defense acquisition project
- Create a risk management plan for a complex defense contract
- Design an effective supplier evaluation and selection process
- Implement a performance-based contract management system

A graphic of a chessboard with several chess pieces. A large gold king piece is prominent in the foreground, with a silver pawn and a silver knight behind it. The board has a checkered pattern, and there are concentric circles in the background.

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