



*Training Course:  
Procurement Performance and Contract  
Compliance Management*

*12 - 23 October 2025*

*Dubai (UAE)*

*Residence Inn by Marriott Sheikh Zayed Road, Dubai*

## Training Course: Procurement Performance and Contract Compliance Management

Training Course code: PU236145 From: 12 - 23 October 2025 Venue: Dubai (UAE) - Residence Inn by Marriott Sheikh Zayed Road, Dubai Training Course Fees: 7000 € Euro

### Introduction

In the evolving landscape of procurement and supply chain management, organizations are increasingly held accountable for not only achieving cost efficiencies but also ensuring compliance with contractual obligations and supplier performance. This comprehensive 12-day training program is designed by Global Horizon Training Center to equip procurement professionals, contract managers, and compliance officers with the tools, strategies, and techniques necessary to elevate procurement performance and strengthen contract compliance. The course blends practical case studies, strategic frameworks, and real-world tools to address both operational and strategic procurement challenges.

### Objectives

By the end of this training, participants will be able to:

- Understand the fundamentals and advanced practices in procurement performance management.
- Analyze procurement KPIs, SLAs, and vendor scorecards.
- Assess compliance risks and implement effective control mechanisms.
- Design, manage, and monitor contracts to ensure value delivery and legal compliance.
- Optimize procurement operations while maintaining transparency and auditability.
- Build supplier relationships that align with organizational goals and compliance standards.
- Handle disputes, contract modifications, and compliance breaches effectively.

### Organizational Impact

- Improved procurement efficiency and transparency
- Enhanced contract performance and reduced compliance risks
- Stronger supplier governance and relationship management
- Streamlined procurement reporting and auditing processes

- Improved alignment between procurement, legal, and operations teams
- Cost savings through effective supplier performance management

## Target Audience

- Procurement Managers and Officers
- Contract and Compliance Managers
- Supply Chain Professionals
- Internal Auditors and Legal Officers
- Project and Program Managers
- Vendor Management Officers
- Government and NGO procurement staff

## Training Program Outline

### Day 1: Foundations of Procurement and Contract Management

- Introduction to modern procurement functions
- Types of procurement strategies
- Lifecycle of procurement and contracts
- Compliance vs. performance: key distinctions

### Day 2: Key Procurement Policies and Regulatory Frameworks

- Procurement governance frameworks public/private
- Ethical and legal considerations
- International regulations and compliance standards FCPA, EU directives, etc.

- Policy documentation and enforcement

#### Day 3: Supplier Selection and Qualification

- Strategic sourcing and supplier segmentation
- Prequalification and due diligence
- Conflict of interest and compliance considerations
- Supplier risk profiling

#### Day 4: Performance-Based Procurement Planning

- Developing procurement performance plans
- Defining success metrics and measurable outcomes
- SMART procurement goals and alignment with business strategy
- Budget and value for money principles

#### Day 5: Contract Development and Key Clauses

- Structuring procurement contracts
- Clauses related to performance, penalties, deliverables, and timelines
- Legal risk mitigation and contract pitfalls
- Drafting compliance and reporting requirements

#### Day 6: Performance Monitoring Tools and KPIs

- Procurement KPIs and dashboards
- Designing supplier scorecards and SLA matrices
- Continuous improvement indicators

- Tools and systems e.g., SAP Ariba, Oracle, MS Excel

#### Day 7: Vendor Performance Management

- Vendor evaluation methods
- Collaborative vs. punitive performance approaches
- Performance audits and feedback cycles
- Supplier development and innovation partnerships

#### Day 8: Contract Compliance Management

- Compliance verification and reporting
- Non-compliance indicators and thresholds
- Internal controls and third-party oversight
- Compliance audits and corrective actions

#### Day 9: Contract Lifecycle and Change Management

- Lifecycle management stages and tools
- Modifications, amendments, and variation orders
- Communication protocols and documentation control
- Managing contract extensions and renewals

#### Day 10: Risk Management in Procurement & Contracts

- Identifying and categorizing risks
- Risk registers and mitigation planning
- Fraud detection and anti-corruption practices

- Compliance risk mapping techniques

#### Day 11: Dispute Resolution and Legal Considerations

- Types of procurement disputes and causes
- Contract breach and remedies
- Arbitration, mediation, and litigation in procurement
- Documentation and legal preparation for disputes

#### Day 12: Procurement Performance Reviews and Continuous Improvement

- Conducting procurement performance reviews
- Auditing procurement functions
- Reporting and stakeholder communication
- Developing a continuous improvement roadmap

## Registration form on the Training Course: Procurement Performance and Contract Compliance Management

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Sheikh Zayed Road, Dubai Training Course Fees: 7000 € Euro

Complete & Mail or fax to Global Horizon Training Center (GHTC) at the address given below

### Delegate Information

Full Name (Mr / Ms / Dr / Eng): .....  
Position: .....  
Telephone / Mobile: .....  
Personal E-Mail: .....  
Official E-Mail: .....

### Company Information

Company Name: .....  
Address: .....  
City / Country: .....

### Person Responsible for Training and Development

Full Name (Mr / Ms / Dr / Eng): .....  
Position: .....  
Telephone / Mobile: .....  
Personal E-Mail: .....  
Official E-Mail: .....

### Payment Method

- ☐ Please find enclosed a cheque made payable to Global Horizon
- ☐ Please invoice me
- ☐ Please invoice my company

### Easy Ways To Register

Telephone:  
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place.

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registration  
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E-mail to us :  
info@gh4t.com  
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Complete & return the  
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