Training Course on Procurement Management of Equipment and Works for World Bank Aided Projects

Professional Development Training Course Outline

Category	Project Management	**Duration**	10 Days
Base Fee	$3,000 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

This intensive training course is meticulously designed to equip professionals with the essential knowledge and skills for **Procurement Management** within the context of **World Bank Aided Projects**. Participants will gain a comprehensive understanding of the World Bank's procurement regulations, guidelines, and best practices, enabling them to navigate the complexities of international development projects effectively. The course emphasizes strategic procurement planning, efficient tender processes, robust contract management, and ethical considerations, all crucial for ensuring value for money and successful project outcomes. Strong keywords embedded within this introduction include: **Procurement Management**, **World Bank Aided Projects**, **procurement regulations**, **tender processes**, **contract management**, and **value for money**.

The curriculum addresses the unique challenges and opportunities associated with procurement in development contexts, focusing on practical application through case studies and interactive exercises. By mastering the principles and techniques taught in this course, participants will enhance their ability to manage risks, ensure compliance, and contribute to the effective implementation of **World Bank financed projects**. This training will foster a culture of efficiency, transparency, and accountability in procurement, ultimately leading to improved development impact. Key trending keywords highlighted here are: **development projects**, **risk management**, **compliance**, **efficiency**, **transparency**, and **accountability**.

Programme Curriculum

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Course Duration

10 days

Course Objectives

1. Understand the **World Bank's Procurement Framework** and its key principles.
2. Develop effective **procurement planning strategies** for equipment and works.
3. Master the different **procurement methods** under World Bank guidelines.
4. Prepare comprehensive **tender documents** that ensure fair competition.
5. Conduct efficient and transparent **bid evaluation processes**.
6. Navigate **contract negotiation** and **award** in World Bank projects.
7. Implement robust **contract management** practices for equipment and works.
8. Address **procurement risk management** in World Bank aided projects.
9. Ensure **compliance with World Bank environmental and social safeguards** in procurement.
10. Apply principles of **sustainable procurement** in project implementation.
11. Utilize **e-procurement systems** for efficiency and transparency.
12. Understand **international procurement best practices** applicable to World Bank projects.
13. Enhance skills in **stakeholder management** within the procurement process.

Organizational Benefits

- **Improved Compliance:** Ensures adherence to World Bank's stringent procurement regulations, minimizing the risk of sanctions and project delays.
- **Enhanced Efficiency:** Streamlined procurement processes lead to faster project implementation and reduced administrative burdens.
- **Cost Savings:** Effective procurement strategies and negotiation skills result in better value for money and optimized resource utilization.
- **Reduced Risks:** Proactive risk management in procurement minimizes potential financial, legal, and reputational risks.
- **Increased Transparency:** Clear and transparent procurement processes enhance accountability and build trust with stakeholders.

- **Better Project Outcomes:** Efficient procurement of quality equipment and works contributes to the successful achievement of project objectives.
- **Strengthened Institutional Capacity:** Equipping staff with specialized procurement knowledge enhances the organization's overall capabilities.
- **Improved Supplier Relationships:** Professional and ethical procurement practices foster stronger and more reliable relationships with suppliers.

Target Audience

1. **Procurement Officers** involved in World Bank aided projects.
2. **Project Managers** responsible for the implementation of World Bank financed works and equipment.
3. **Finance Officers** overseeing procurement expenditures in World Bank projects.
4. **Engineers and Technical Specialists** involved in the specification and evaluation of equipment and works.
5. **Government Officials** working on World Bank funded development initiatives.
6. **Consultants** providing procurement advisory services for World Bank projects.
7. **Supply Chain Managers** dealing with international procurement in development contexts.
8. **Auditors** responsible for ensuring compliance in World Bank project procurement.

Course Outline

Module 1: Introduction to World Bank Procurement

- Overview of the World Bank Group and its mission.
- Key principles of World Bank procurement: Economy, Efficiency, Equity, and Transparency.
- Understanding the Investment Project Financing (IPF) framework.
- Introduction to the World Bank Procurement Regulations for IPF Borrowers.
- Roles and responsibilities of stakeholders in World Bank procurement.

Module 2: Procurement Planning and Strategy

- Developing a comprehensive procurement plan.
- Market analysis and sourcing strategies for equipment and works.
- Defining procurement needs and specifications.
- Methods of procurement based on project context and value.
- Risk assessment in the procurement planning phase.

Module 3: Methods of Procurement for Equipment

- Open Competitive Bidding (OCB) for equipment.
- Limited Competitive Bidding (LCB) for specialized equipment.
- Direct Contracting for unique or proprietary equipment.
- Request for Quotations (RFQ) for low-value equipment.
- Framework Agreements for repetitive procurement of equipment.

Module 4: Methods of Procurement for Works

- Open Competitive Bidding (OCB) for major works.
- Limited Competitive Bidding (LCB) for specialized or smaller works.
- Direct Contracting for specific circumstances in works procurement.
- Community Participation in Procurement (CPP) for local works.
- Performance-Based Procurement for works contracts.

Module 5: Preparation of Tender Documents - Equipment

- Structuring the bidding documents for equipment procurement.
- Developing clear and objective technical specifications.
- Defining eligibility and qualification criteria for bidders.
- Formulating the Instructions to Bidders (ITB).
- Preparing the Price Schedules and Forms of Bid.

Module 6: Preparation of Tender Documents - Works

- Structuring the bidding documents for works contracts.
- Defining the scope of works and technical requirements.
- Establishing eligibility and qualification criteria for contractors.
- Formulating the Instructions to Bidders (ITB) for works.
- Preparing Bills of Quantities (BOQ) and Forms of Bid.

Module 7: Bid Submission and Opening

- Procedures for bid submission and deadlines.
- Managing bid security requirements.
- Public opening of bids and recording of key information.
- Handling modifications, withdrawals, and late bids.
- Ensuring confidentiality and integrity of the bid submission process.

Module 8: Bid Evaluation - Equipment

- Establishing evaluation criteria and methodology for equipment bids.
- Preliminary examination of bids for completeness and responsiveness.
- Technical evaluation of equipment specifications and compliance.
- Financial evaluation and comparison of bid prices.
- Applying margin of preference for domestic manufacturers (if applicable).

Module 9: Bid Evaluation - Works

- Establishing evaluation criteria and methodology for works bids.
- Preliminary examination of bids for completeness and responsiveness.
- Technical evaluation of contractor experience, methodology, and resources.
- Financial evaluation and comparison of bid prices, including BOQ analysis.
- Addressing arithmetical corrections and discrepancies.

Module 10: Contract Award and Notification

- Preparing the notification of award and signing the contract.
- Managing performance security requirements for equipment and works.
- Handling unsuccessful bidders and providing debriefing.
- Addressing complaints and protests related to the award process.
- Disclosure requirements for contract awards.

Module 11: Contract Management - Equipment

- Administering the contract for the supply and installation of equipment.
- Monitoring supplier performance and delivery schedules.
- Managing inspections, testing, and acceptance procedures.
- Handling contract variations, amendments, and claims.

- Ensuring proper payment processes and documentation.

Module 12: Contract Management - Works

- Supervising the execution of works contracts and contractor performance.
- Managing site meetings, progress reports, and quality control.
- Handling variations, delays, and extension of time.
- Issuing payment certificates and managing financial aspects.
- Managing contract close-out and final acceptance of works.

Module 13: Procurement Risk Management

- Identifying potential risks in the procurement process.
- Assessing the likelihood and impact of procurement risks.
- Developing mitigation strategies and action plans.
- Monitoring and controlling procurement risks throughout the project lifecycle.
- Using risk management tools and techniques.

Module 14: Ethics and Anti-Corruption in Procurement

- Understanding ethical principles in public procurement.
- World Bank's policy on preventing and combating fraud and corruption.
- Identifying and addressing conflicts of interest.
- Promoting transparency and accountability in procurement.
- Reporting mechanisms for suspected fraud and corruption.

Module 15: Sustainable Procurement and Environmental & Social Safeguards

- Principles of sustainable procurement and their application.
- Integrating environmental considerations in procurement processes.
- Addressing social safeguards and labor standards in procurement.
- World Bank's environmental and social framework relevant to procurement.
- Best practices in promoting sustainability in World Bank aided projects.

Training Methodology

This course will employ a blended learning approach, combining:

- **Interactive Lectures:** Delivering core concepts and principles with opportunities for Q&A and discussions.
- **Case Studies:** Analyzing real-world examples of procurement in World Bank aided projects to illustrate challenges and best practices.
- **Group Exercises:** Facilitating collaborative problem-solving and application of learned concepts.
- **Role-Playing:** Simulating procurement scenarios to enhance negotiation and decision-making skills.
- **Practical Assignments:** Providing hands-on experience in preparing procurement documents and evaluation reports.
- **E-Learning Modules:** Offering supplementary materials and self-paced learning opportunities.
- **Guest Speaker Sessions:** Featuring experienced procurement professionals from international development organizations.

Register as a group from 3 participants for a Discount

Send us an email: info@fineskilltrainingcenter.org **or call** *+254769199797*

Certification

Upon successful completion of this training, participants will be issued with a globally- recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.

f. Payment should be done at least a week before commence of the training, to Fineskill Training Center account, as indicated in the invoice so as to enable us prepare better for you.

Upcoming Scheduled Sessions

Start Date	End Date	Location	Price
23 Nov 2026	04 Dec 2026	Online	$2,000
23 Nov 2026	04 Dec 2026	Physical	$3,000
23 Nov 2026	04 Dec 2026	Physical	$6,000
23 Nov 2026	04 Dec 2026	Physical	$6,000
23 Nov 2026	04 Dec 2026	Physical	$12,000

Start Date	End Date	Location	Price
23 Nov 2026	04 Dec 2026	Physical	$9,000
23 Nov 2026	04 Dec 2026	Physical	$12,000
23 Nov 2026	04 Dec 2026	Physical	$12,000

Ready to enroll or request a customized program? Book online or contact us:

Register Online Now

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