



Procurement Graduate Entry Programme High Level Training Plan

Year 1		
Competency Framework Theme	Sub-Themes	Timeframe
Infrastructure Foundations (Why)	<ul style="list-style-type: none"> • Corporate Strategy • Procurement Strategy & Policy • Legislation • Governance and compliance • Procurement tools and systems • Standards and conduct 	Year 1, Quarter 1
Early Engagement and Role of the Intelligent Client	<ul style="list-style-type: none"> • Commercial Competence and Business Acumen • Commercial Models • Business Case Development • Financial Management and Modelling • Budgets • Project and Programme Management • Risk Management • Sustainable Procurement 	Year 2, Quarter 2
Process (How) – Planning: Pre-market engagement	<ul style="list-style-type: none"> • Commodity, Supplier and Supply Chain Profiling • Spend Analysis • Market and Supply Chain Analysis • Specification Development • Building Tender Documents 	Year 1, Quarters 3-4

Year 2		
Competency Framework Theme	Sub-Themes	Timeframe
Process (How) – Implementation: Tender	<ul style="list-style-type: none"> • Contract Law and Terms and Conditions • EU and Regulated Tender Process • Tender Evaluation • Award and Debrief • Negotiation • Alternative Routes to Market 	Year 2, Quarters 1-2
Process (How) – Delivery: Post Contract	<ul style="list-style-type: none"> • Contract Management • Supplier Management • Supply Chain Management • Inventory Management • Distribution, Fleet and Logistics 	Year 2, Quarters 3-4
Performance (What)	<ul style="list-style-type: none"> • Performance Management and Measurement • Continuous Improvement 	Year 2, Quarters 3-4

Throughout		
Competency Framework Theme	Sub-Themes	Timeframe
People (Who)	<ul style="list-style-type: none"> • Self-development • Managing High Performance Teams • Leading and Influencing • Stakeholder Relationships • Communications 	Throughout