

**UR-CBE MODULE LEARNING OUTCOMES  
(ACADEMIC YEAR 2016-17)****UNDERGRADUATE****1. Programme Title:** Procurement Management**School of Business****2. Learning Outcomes and Competencies****A. Knowledge and Understanding**

At the end of the program students should be able to demonstrate knowledge and understanding of:

- **A1.** General legal and regulatory framework of procurement management
- **A2.** Procurement management for Goods, Works and Services in public and Private sector
- **A3.** Distribution logistics and supply chain management and its impact on management of procurement in public and private sector
- **A4.** Advantages of applying information communication technologies in managing procurement processes (E-procurement)
- **A5.** Importance of contract administration and contract management
- **A6.** Contractual obligations involved in the international sales of Goods and Services
- **A7.** INCOTERMS and the role of insurance services in international purchasing
- **A8.** Linkage between procurement and public private partnership projects
- **A9.** Emerging trends in procurement management such as Green procurement, Sustainable procurement, etc.

**B. Cognitive/Intellectual skills/Application of Knowledge**

At the end of the program students should be able to:

- **B1.** Have the analytical skills sufficient to conduct the procurement processes with respect to code of conduct and procurement law, rules and regulations
- **B2.** Demonstrate the ability to develop and execute a procurement plan for a private company, a public institution or a given project/donor;
- **B3.** Recognize the ethical issues involved in the responsibilities of a procurement professional;
- **B4.** Demonstrate the ability and competence to work with computerized procurement management systems such digital market, procurement publication system, etc

**C. Communication/ICT/Analytic Techniques/Practical Skills**

At the end of the program students should be able to:

- **C1.** have acquired skills in interpreting appropriately procurement law, rules and regulations (national, regional and international)
- **C2.** Identify key players in procurement management, their roles and responsibilities;

- C3. Prepare a procurement plan for a given institution
- C4. Prepare or guide user departments when designing/preparing technical specifications and/or the terms of references
- C5. Prepare bidding documents for Goods, Works and Request for Proposal (services)
- C6. Conduct bids opening session, bids evaluation and prepare a report at any achieved procurement step
- C7. Link logistics and supply chain management in today's procurement management operations
- C8. Analyze the different cases of logistics and supply chain management
- C9. Prepare a procurement contract for Goods, Works and Services
- C10. Manage complaints, disputes and provide remedies according procurement laws and regulations
- C11. Familiarize with the ethical principles and the code of conduct guiding procurement professionals
- C12. Apply information communication technologies in managing procurement processes (E-procurement)
- C13. Manage the record keeping

#### D. General transferable skills

At the end of the program students should be able to:

- D1. Present sustained and persuasive written and oral arguments cogently and coherently
- D2. Critically examine diverse procurement management principles
- D3. Adapt and transfer the critical methods of the discipline to a variety of working environments
- D4. Conduct the planning and execution of essays and project-work
- D5. Have the capacity for independent thought and judgment and critical reasoning and reporting in the area of procurement management
- D6. Work with and in relation to others through the presentation of ideas and information and the collective negotiation of solutions
- D7. Handle information and argument in a critical and self-reflective manner
- D8. Apply time-management and organizational skills, as shown by the ability to plan and present conclusions effectively.