

## **CUSTOMISED AWARD – EFFECTIVE PROCUREMENT STRATEGIES FOR SENIOR EXECUTIVES**



Crown Agents is a leading provider of supply chain management services, advising on procurement management and reform; building capacity and training; and undertaking procurement, logistics and inspection on behalf of governments, NGOs and development organisations.

Crown Agents wanted to create a qualification to formalise its existing training courses and validate the skills gained by its learners.

Increasingly, governments are putting the professionalisation of procurement at the top of their agendas, so having this qualification would help Crown Agents to demonstrate that its senior executives had the skills to respond to this demand. (It is a potentially rewarding area, too. In developing countries, public procurement can account for over 50% of GDP.)

Course participants were also seeking a more formal recognition of their learning as part of their career development and continuing professional development.

The course, 'Effective Procurement Strategies for Senior Executives', was chosen for the qualification because it is a core strategic course designed for managers and senior executives who are responsible for developing, implementing and managing procurement strategies and policies. The course objectives are to help managers to:

- promote the strategic importance of the procurement function
- develop procurement strategies
- implement risk management processes in procurement
- create strategies for minimising corruption and enhance integrity
- create and use tools for monitoring the performance of a procurement function

### **SQA's INVOLVEMENT: QUALITY ASSURANCE**

To ensure that the training programme was robust, Crown Agents worked with SQA to validate the standards, review the quality assurance system, and approve the assessment criteria as an SQA Customised Award. SQA's validation of the standards that the qualification is based on provided the necessary seal of approval for clients who were seeking a professional qualification backed by an independent assessment body.

## **BENEFITS OF THE AWARD**

The customised award has been highly beneficial to both Crown Agents and course participants. Some of the key outcomes include:

- The award met the needs of organisations and course participants for training, with a recognised qualification to help improve professionalism in procurement.
- The process enabled Crown Agents staff to enhance their mentoring and assessment skills in line with requirements set by SQA.
- The validation of both the International Training Centre and the course by SQA assures current and prospective clients of the high quality training provided by Crown Agents.

## **TESTIMONIAL**

'As the SQA Centre Coordinator for Crown Agents, I have been interacting with various teams within SQA and found them very helpful and highly professional. The external verification visits from SQA help us with our continuous drive to improve by giving useful feedback and comments. We have found SQA flexible and pragmatic in their approach to the particular circumstances we face with a diverse group of short-term international delegates. Overall it's been a pleasure working with SQA on running our customised courses.'

**Shahriar Khan, Programme Manager, Training and Professional Development**

*SQA Centre Co-ordinator*