

LEARNING @ SUNRISE

Learn, Engage & Explore

*How to improve my Business
Acumen skills in one morning.*

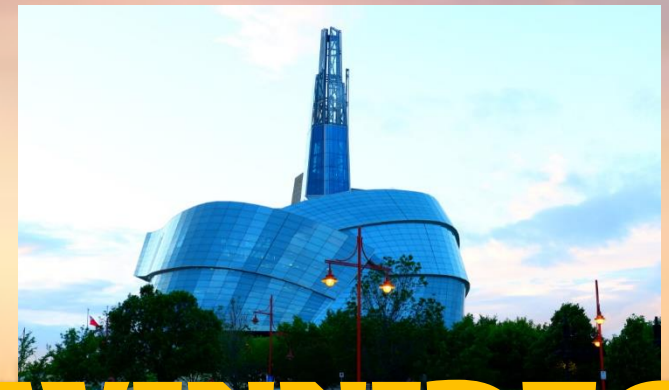


Public Services and
Procurement Canada

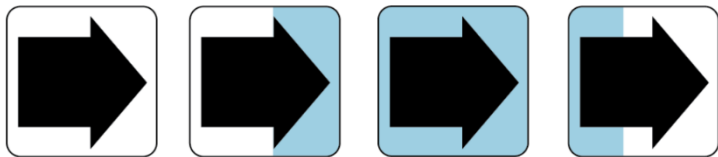
Services publics et
Approvisionnement Canada



Canadian Institute for Procurement and Materiel Management
Institut canadien d'approvisionnement et de gestion du matériel



WINNIPEG



Canadian Institute for Procurement and Materiel Management
Institut canadien d'approvisionnement et de gestion du matériel



Public Services and
Procurement Canada



National
Defence

Défense
nationale



Treasury Board of
Canada Secretariat



Public Health
Agency of Canada

Agence de la santé
publique du Canada



Indigenous Services
Canada



Canadian Grain
Commission

Commission canadienne
des grains



Agriculture and
Agri-Food Canada



Fisheries and Oceans
Canada



Polar Knowledge
Canada



University of Manitoba Supply Chain Organization



RCAF W/C William G. Barker VC Aerospace College



THE UNIVERSITY OF
WINNIPEG



Canadian Institute for Procurement and Material Management
Institut canadien d'approvisionnement et de gestion du matériel

Congratulations on your Event. Wish we could all be there!

CIPMM wants to encourage more regional professional development & networking.

- ▶ Three Initiatives:
 - ▶ Identification of “leads” in each Region to help build Regional Chapters;
 - ▶ Funding established in our Budget to provide “seed” money for your events; and
 - ▶ Continued support to host 2 Regional Workshops each year.
- ▶ 2 Requests: We are returning to Winnipeg Nov. 2020 for our Regional Workshop:
 - ▶ Can you let us know what you want to see in terms of the Program; and
 - ▶ Identify to us if you want to help plan the Event.

Enjoy your Day!

Félicitations pour votre événement. Nous aurions aimé tous être là!

L'ICAGM souhaite encourager le développement professionnel régional et le réseautage.

- ▶ Trois initiatives:
 - ▶ Identification de «chefs de file» dans chaque région pour aider à créer des sections régionales;
 - ▶ Financement établi dans notre budget pour fournir des fonds de démarrage pour vos événements; et
 - ▶ Soutien continu pour accueillir 2 ateliers régionaux chaque année.
- ▶ 2 Demandes: Nous retournons à Winnipeg en novembre 2020 pour notre atelier régional:
 - ▶ Pouvez-vous nous faire savoir ce que vous voulez voir en termes de programme; et
 - ▶ Identifiez-nous si vous souhaitez aider à planifier l'événement.

Profitez de votre journée !



Canadian Institute for Procurement and Materiel Management
Institut canadien d'approvisionnement et de gestion du matériel

For more information - Pour plus d'information

*Canadian Institute for Procurement and Materiel Management
Institut canadien d'approvisionnement et de gestion du matériel*

Carolyn Montague, CIPMM President/ Présidente de l'ICAGM
Hellas Uddin, CIPMM Director, Regional Chapters Development/
Directeur de l'ICAGM, développement des chapitres régionaux
Natalia Kaliberda, CIPMM Secretariat/ Secrétariat de l'ICAGM

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<http://www.cipmm-icagm.ca>

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Joining a meeting?

schoolofproc

Join

Learning @ Sunrise “Learn, Engage and Explore. How to improve my business acumen skills in one morning” – March 2nd 2020

7:30 – 8:30	Registration/Continental Breakfast	Canadian Museum for Human Rights - Winnipeg
8:30 – 8:35	Introduction, feedback/voting activity <ul style="list-style-type: none">Al Garlinski, Regional Trainer, PSPC, Western Region School of Procurement	
8:35 – 8:40	Indigenous Prayer Opening <ul style="list-style-type: none">Laver Simard, Accommodations Manager, PSPC	
8:40- 8:45	Opening remarks <ul style="list-style-type: none">Anya Lisowski, Regional Director, Client Service Team and Senior Departmental Representative	
8:45 – 9:00	Introduction to Business Acumen. The Purpose, Process and Payoff <ul style="list-style-type: none">Al Garlinski, Regional Trainer, PSPC Western Region School of Procurement	
9:00– 9:15	The Business Case Introduction – “A Different Kind of Treadmill”	
9:15 – 9:30	The Janga game exercise and Risk Management (Team Exercise #1)	
9:30 – 10:15	The SWOT analysis exercise & collaborating with stakeholders (Team Exercise #2)	
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11:00 -11:20	Learning Summary from the teams	
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Laver Simard
Indigenous
Prayer



Anya Lisowski
Opening Remarks



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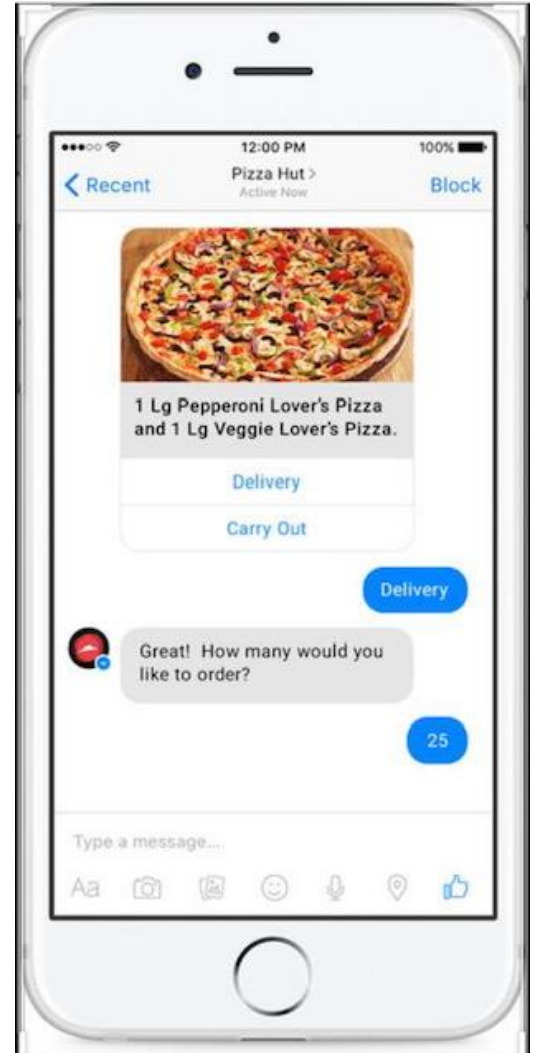


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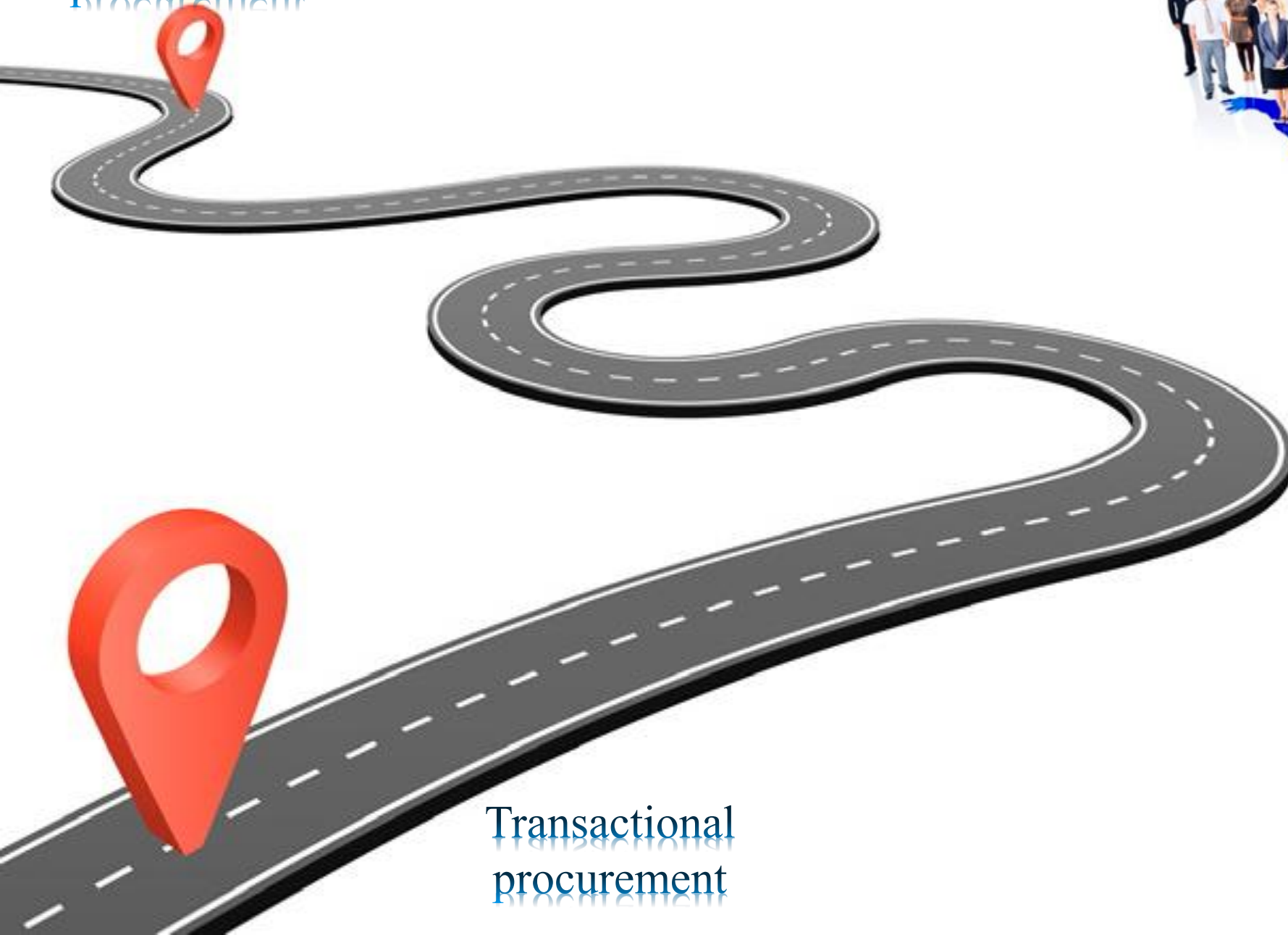


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Strategic
procurement



Transactional
procurement



Learn
Engage
Explore

Being more human

Intro to Business Acumen



Purpose

- Explore the Business Acumen competency

Process

- Work through a procurement case study
- Collaboration & team work.
- Flex our analytical muscles

Payoff

- Build a "Business Acumen Toolbox" to help us navigate through our projects.

Procurement Technical Competency 5

Business Acumen

Ensures a clear and applicable understanding of how both the industry and the government of Canada work to achieve goals and objectives. Ensures a thorough understanding of the industry, government machinery, trends, economic sectors, money flows and market dynamics that drive public procurement. Brings that diverse knowledge into procurement strategies to increase competition and generate greater innovation and best value to Canada.

GOVERNMENT OF CANADA
PROCUREMENT COMMUNITY
COMPETENCIES

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Treasury Board of Canada Secretariat (TBS)
Ottawa, Canada

Community Management Office
Acquired Services and Assets Sector
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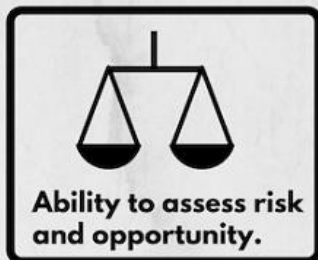
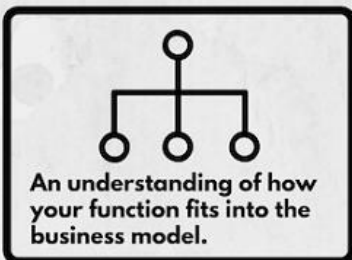


BUSINESS ACUMEN



SCM professionals must demonstrate awareness of internal and external dynamics and an acute perception of the dimensions of business issues. They are able to conduct research and identify, collect and analyze information about the national and international markets, global economies, political environment, technology trends and business operation issues to make informed decisions that are clearly linked to the organization's strategy and goals for optimal performance. SCM professionals are then able to see the "whole" picture (understand how decisions impact the entire organization versus a single business unit; understand the company strategy and how supply chain strategy plays into that; and recognize legal and risk elements) before recommending or executing a course of action.

People with **Business Acumen** Have:



What does this equate to within **Supply Chain** and **Procurement**?

Understanding of end-to-end Supply Chain and where your sub-function fits in.



Ability to gather business intelligence and relate it to leadership in the organization.



Where do you learn it?



Reference:

Argentus Supply Chain Recruiting

“Infographic: What is Business Acumen?”

Nov 8, 2018, accessed Feb 14, 2020.

www.argentus.com/infographic-what-is-business-acumen-2



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Daily News

Politics

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ecusantium doloremque laudantium

Nam libero tempore, cum soluta
nobis est eligendi optio, tuncque nihil
impedit quo minus id quod maxime
placeat facere possimus

Business

Quis autem vel eum iure reprehenderit
qui in ea voluptate velit esse quam
nihil molestiae consequatur

Nemo enim ipsam voluptatem quia
voluptatem quia voluptas sit
aperiam et odit nisi fugit

Technology

Ut autem voluptatem voluptatem
quia voluptatem sit voluptatem
aperiam et odit nisi fugit

World

Ut autem voluptatem voluptatem
quia voluptatem sit voluptatem
aperiam et odit nisi fugit

World

Ut autem voluptatem voluptatem
quia voluptatem sit voluptatem
aperiam et odit nisi fugit

Business Acumen is keenness and quickness in understanding and dealing with a "business situation" (risks and opportunities) in a manner that is likely to lead to a good outcome.



1



2



3



The Business Case

A different kind of treadmill



You are **Martin Simpson, Procurement Specialist, at Public Procurement Canada (PPC)**. You will be meeting with your client in 2 weeks to present potential options for their procurement project. In order to prepare for the client meeting, you will be collaborating with various stakeholders (your team) and working through 3 different exercises.

- Exercise 1 – The JANGA Game – Risk Identification
- Exercise 2 – SWOT Analysis
- Exercise 3 – Option Analysis & Recommendation



Review the case and introduce yourself to the team

PC CULTURE

Parents at UC Berkeley Easter-Egg Hunt Must Sign Waivers Due to Kids' Risk of 'Death'

By KATHERINE TIMPF

April 9, 2019 4:57 PM



A young child participates in the White House Easter Egg Roll in Washington, D.C., April 2, 2018. (Carlos Barria/Reuters)

What's next, a waiver to allow kids to meet Santa at the mall?

According to *Reason*, parents had to stand in line for up to half an hour to hand in the waiver before their kids could attend the 25th Annual Easter Egg Hunt Learning Festival. The waiver, which was obtained by *Reason*, listed risks including “minor injuries, such as scratches, bruises, and sprains,” “major injuries such as eye injury or loss of sight, joint or back injuries, heart attacks, and concussions,” and even “catastrophic injuries including paralysis or death.”



The Jenga Risk exercise

Brain storm the risk!

- For each block pulled from the stack, **identify a risk the project is facing.**
- Document it on the flip chart with a ranking.
(Low, medium, high)
- Place the block on top of the tower.
- Each risk = 5 pts

Stop, when the tower falls down.



Low risk

Medium risk

High risk



Running across Lake Winnipeg

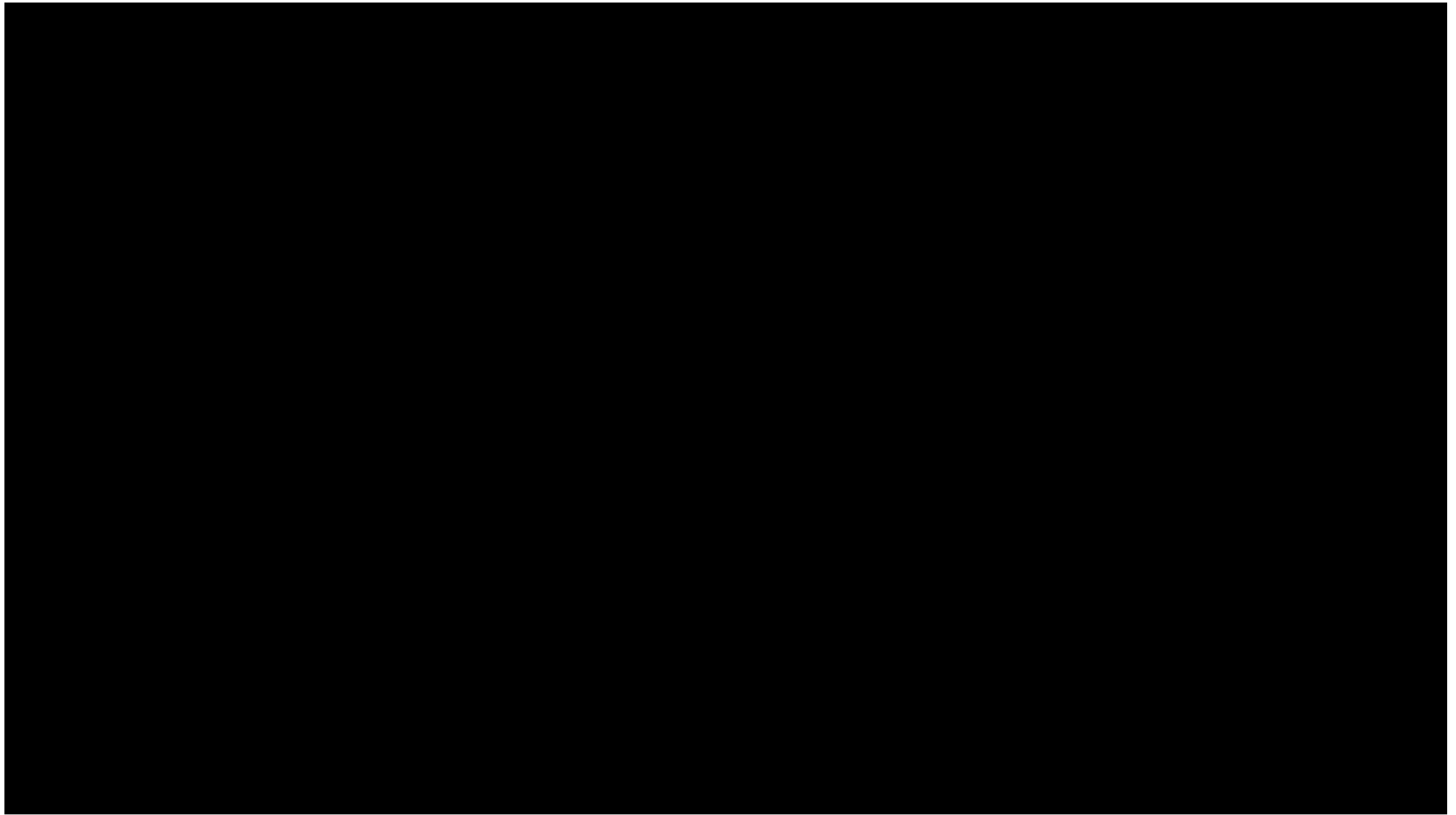


Risk Identification	Risk level
I could fall thru the ice	Medium
My water supply and food could freeze. This could be an issue, running 30 km for 6 hours.	High
Water gets into my running shoes and freezes (frostbite)	Low
Headache from the bright sun	Low
Cancellation of event due to weather	High
I could get lost during the run	Low
My iphone freezes up.	Medium
I get attacked by wildlife.	Low

Procurement to deliver heating fuel on winter roads



Risk Identification	Risk level
Receive no responsive bids	Medium
Bidder does not meet specifications	Low
Truck falls into the lake	Medium
Changing weight restrictions of winter roads may make delivery impossible	High
Contractor may not meet delivery, causing hardship to client	Medium
Unexpected Winter Road closures due to weather	Medium
Limited competition = higher prices	Medium



How to Perform a SWOT Analysis

What

SWOT Analysis (Technique)

- Strategic Planning (and, Analysis).
- Helps identify Strengths, Weaknesses, Opportunities, Threats.
- Related to Business Competition or Project Planning.
- Helps to specify the Objectives of a Business Venture or Project and identify the internal & external factors that are favorable & unfavorable to achieve these objectives.

Why

Used to:

- Explore New Solutions to Problems
- Identify Barriers that will limit goals / Objectives.
- Decide on direction that will be most effective.
- Reveal possibilities and limitations for change.
- To revise plans to better adapt systems, communities, orgs.
- Act as a brainstorming device.

		Helpful	Harmful
Internal Factors	Strengths	S	W
	Weaknesses	O	T

Example: Digital Marketing Agency

Strengths	Weaknesses	Opportunities	Threats
Reputation in the marketplace	Shortage of experienced consultants available	Well established position within a well-defined niche.	Larger Agencies using less experienced consultants
Expertise in the Agency.	Unable to handle too many projects at one time because of startup.	Identified market for projects using traditional marketing	Smaller Agencies seeking to enter the market

Next Steps: Build Your Strategies.

Apple SWOT

STRENGTHS

- Brand identity
- Innovative products
- Loyal customer base
- Brand value reputation
- Marketing advertising
- Distribution chain
- Customer focus

WEAKNESSES

- Incompatibility
- Matching customer expectations
- Dependency on other few products
- Limited distribution network
- Premium pricing
- Lack of competition
- Lack of marketing and promotions

OPPORTUNITIES

- Steady customer growth
- Qualified professionals
- Lack of green technology
- Smart wearable technology
- Use of artificial intelligence
- Expand distribution networks
- Apple electric car

THREATS

- Counterfeit products
- Laptop Competition
- Lawsuits
- Rising labour costs in other countries
- Market penetration



Reference: go Big assignment help

“Apple SWOT Analysis” blog

By Emma Hope, Nov 6, 2019.

accessed Feb 28, 2020.

<https://gobigassignmenthelp.com/blog/apple-swot-analysis/>

The SWOT Analysis exercise

In regards to this Procurement Project....



Identify the environment

- Document the results on the flip chart.
- Each strength, weakness & threat = 1 pts
- Each opportunity = 5 pts

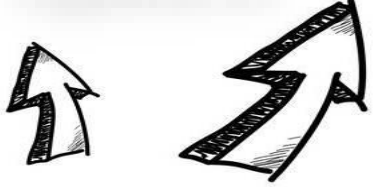


Time limit is 30 minutes.

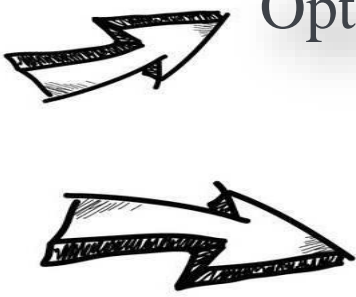


What options are available to us?

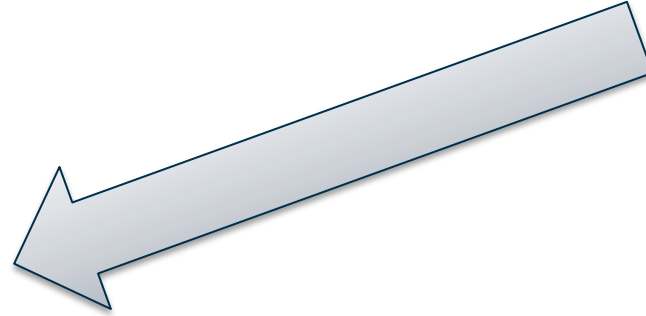
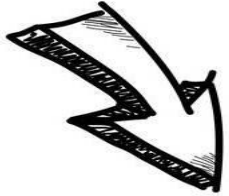
Option #1



Option #2



Option #3



There are always options available to us!

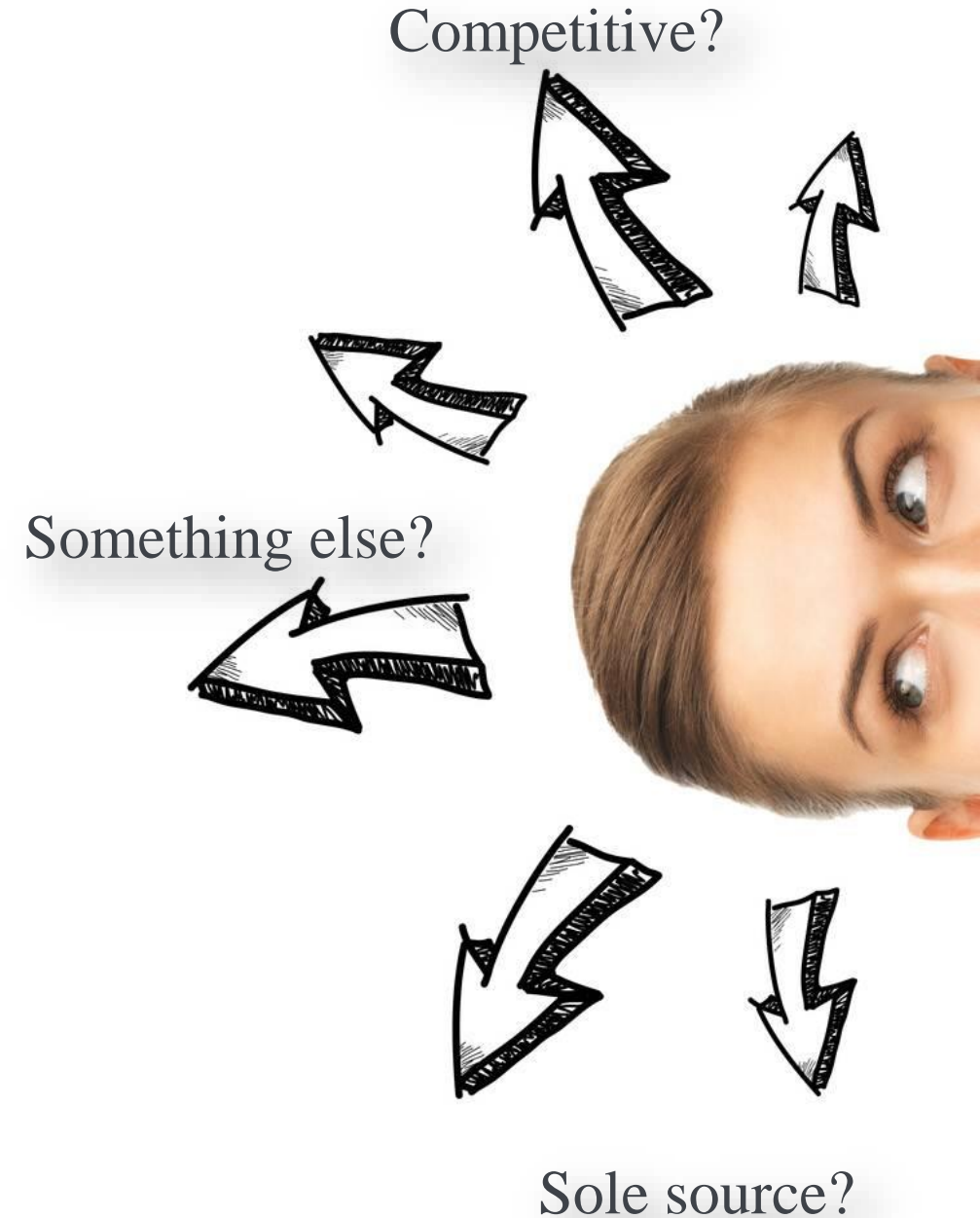


The Option Analysis exercise



Identify the options, list
the pros & cons

Options = 5 pts
Pros & cons = 1 pts each



Competitive?

Something else?

Sole source?





1



2



3



Business Acumen is keenness and quickness in understanding and dealing with a "business situation" (risks and opportunities) in a manner that is likely to lead to a good outcome.

Procurement Technical Competency 5

Business Acumen

Ensures a clear and applicable understanding of how both the industry and the government of Canada work to achieve goals and objectives. Ensures a thorough understanding of the industry, government machinery, trends, economic sectors, money flows and market dynamics that drive public procurement. Brings that diverse knowledge into procurement strategies to increase competition and generate greater innovation and best value to Canada.



Behavioural Indicators

Basic Proficiency	Intermediate Proficiency	Advanced Proficiency
Satisfies the needs of the client and better inform decisions by continually acquiring new information about industry trends and the supply chain structure.	<ul style="list-style-type: none">Takes both industry and government knowledge into account when developing new contract clauses. (e.g., basis of payment, supplier selection).	<ul style="list-style-type: none">Analyzes and uses the knowledge of the market and government to lead changes that create value.
Makes procurement related decisions or recommendations in taking into consideration business fundamentals.	<ul style="list-style-type: none">Promotes procurements initiatives that have economic, social and environmental value to Canadians.	<ul style="list-style-type: none">Elaborates innovative approaches to procurement that benefit both the industry and the government.
Analyses the procurement issues and identifies potential solutions.	<ul style="list-style-type: none">Maintains and develops networks of both internal and external stakeholders who provide information and intelligence around the market and emergent opportunities.	<ul style="list-style-type: none">Develops talent management strategies (e.g., training, assignment) around business acumen to improve the team.
<ul style="list-style-type: none">Uses goods and services commodity knowledge in performing effective procurement activities.	<ul style="list-style-type: none">Develops strategic procurement plans that take into account longer-term activities, issues, challenges and opportunities.	<ul style="list-style-type: none">Briefs senior management strategically on how the industry and government goals and objectives impact procurement strategies and approaches.
Integrates sustainability into procurement processes.	<ul style="list-style-type: none">Promotes the consideration of industry and government trends and priorities when making recommendations to senior management.	<ul style="list-style-type: none">Elaborates complex procurement strategies by leveraging the knowledge of the industry dynamics.
<ul style="list-style-type: none">Clearly states expected deliverables for suppliers.	<ul style="list-style-type: none">Identifies opportunities for new procurement strategies and market innovations.	<ul style="list-style-type: none">Addresses project and procurement risks based on the knowledge of both the industry and government priorities, dynamics and operational structure.Maintains strong government-supplier relationship.

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What are the various learning strategies to improve my business acumen skill sets?

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Joining a meeting?

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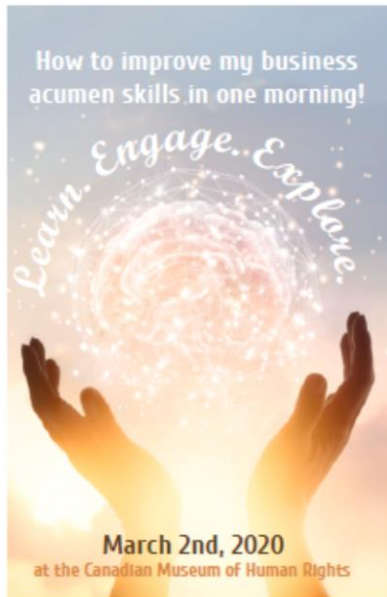
Join

If you are not
willing to learn,
no one can help you.
If you are
determined
to learn,
no one can
stop you.

Your Opinion Matters



Take Our Quick Survey!



LEARNING @ SUNRISE
CIPMM/PSPC

Al Garlinski

Regional Trainer
Public Services and
Procurement Canada

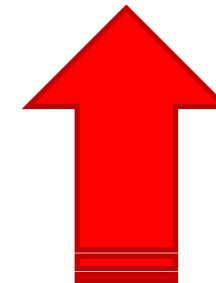
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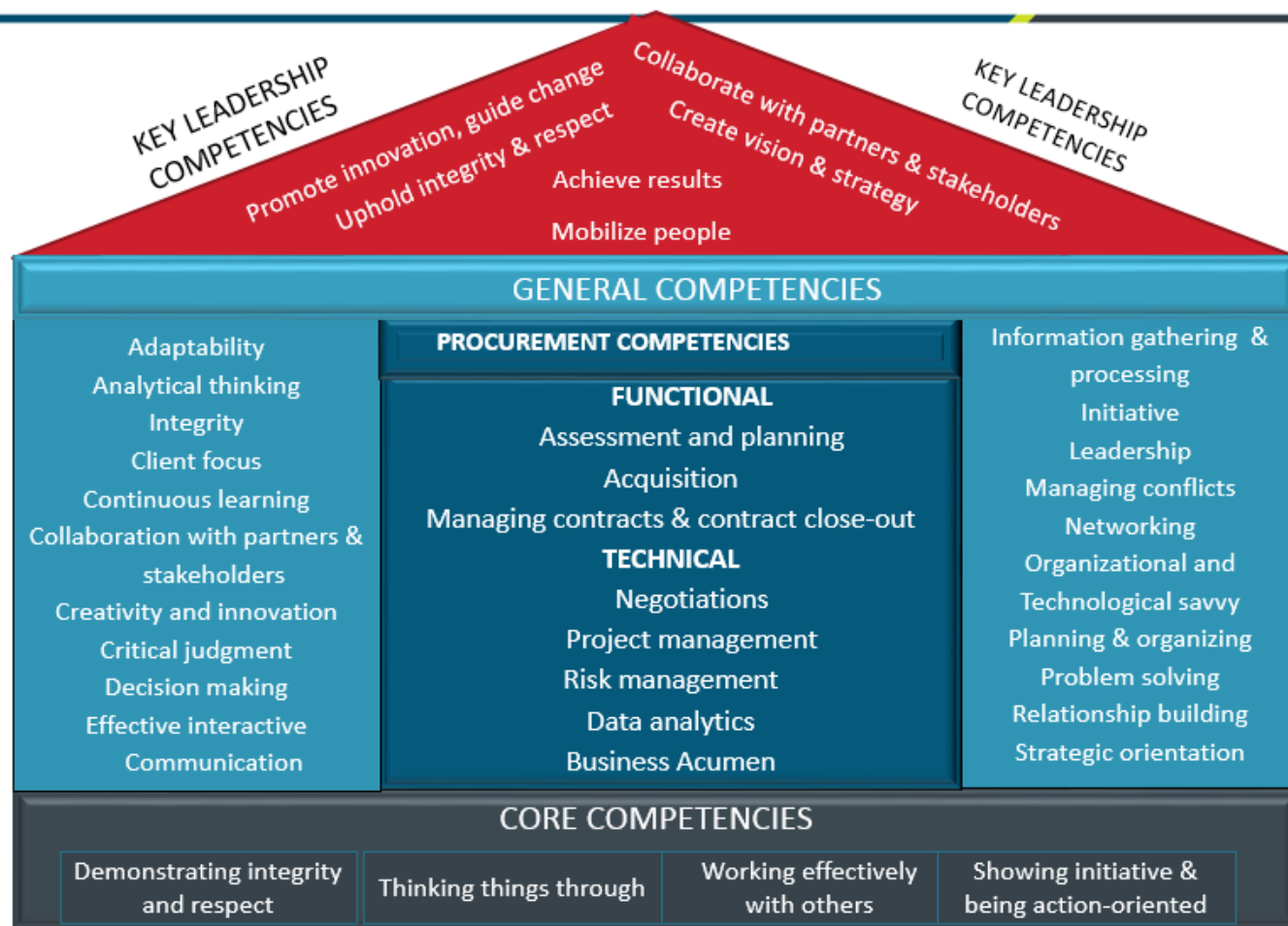


How to read QR Codes:

On your smartphone, open the camera and hold it over the QR Code. A prompt should appear to take you to the SimpleSurvey website! Alternatively, you can also leave feedback via the link that will be sent to your email.
Your feedback is greatly appreciated!



3 TBS Procurement Competency Framework



GOVERNMENT OF CANADA
PROCUREMENT COMMUNITY
COMPETENCIES

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Treasury Board of Canada Secretariat (TBS)
Ottawa, Canada

Community Management Office
Acquired Services and Assets Sector
Office of the Comptroller General
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Procurement Technical Competency 5

Business Acumen

Ensures a clear and applicable understanding of how both the industry and the government of Canada work to achieve goals and objectives. Ensures a thorough understanding of the industry, government machinery, trends, economic sectors, money flows and market dynamics that drive public procurement. Brings that diverse knowledge into procurement strategies to increase competition and generate greater innovation and best value to Canada.



Basic Proficiency	Intermediate Proficiency	Advanced Proficiency
<ul style="list-style-type: none">• Demonstrates an understanding of his or her own organization's priorities and business plans, as well as those of clients.• Understands business fundamentals such as accounting (debt, cash flow and profit), supply and demand, marketing, and planning.• Leverages the knowledge of business fundamentals and organization's business plan and priorities to create procurement strategies that result in best value goods, services and/or construction.• Demonstrates a basic understanding of good and service categories in own field.	<ul style="list-style-type: none">• Demonstrates an understanding of how government priorities and initiatives apply to own role within the department.• Takes into consideration the industry dynamics, trends, economic and environmental incentives, constraints and imperatives to respect, and priorities related to own procurement fields.• Leverages business sector opportunities and market dynamics to achieve best value for the client.	<ul style="list-style-type: none">• Demonstrates an understanding of the government machinery, investment plans, mandate letters and priorities as well as own role and responsibility within government.• Demonstrates an understanding of the industry global economy goals, differences between small and large Canadian and subsidiary of foreign companies, and industry practices related to own procurement field of expertise.• Acts strategically on that government and industry knowledge to devise exceptionally complex procurement strategies.• Instills a business-oriented mindset that drives the public procurement activities and innovation.

Reference:

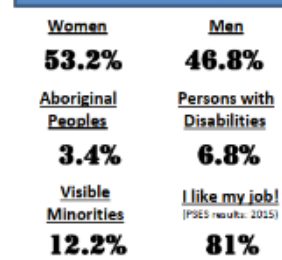
GCpedia, ASA CMO – Competencies (Home): Procurement Community Competencies (2018)

October, 4, 2018, accessed Feb 14, 2020.

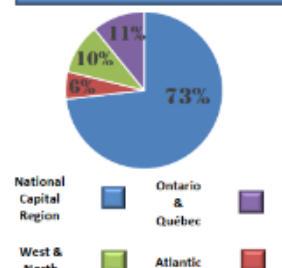
[https://www.gcpedia.gc.ca/wiki/ASAS_CMO_-_Competencies_\(Home\)](https://www.gcpedia.gc.ca/wiki/ASAS_CMO_-_Competencies_(Home))

		Supporting Level			Working Level		Senior Level	
Occupational Group(s)		PG01, GS03-06, SP04-05, CR03-05	PG02, GS07-08, SP06	PG03, GS09-11, SP07	PG04, SP08	PG05	PG06	EX01-03
Salary Range (\$)		\$43.1k - \$57.0k	\$54.6k - \$66.3k	\$62.4k - \$74.3k	\$71.4 - \$86.8k	\$89.1k - \$100.1k	\$94.1k - \$114.9k	\$106.9k - \$157.5k
Experience Profile	Years	N/A	2 years	3-4 years	5-6 years	7-11 years	12-16 years	17+ years
	Type of Experience (typical)	N/A	Working-level experience in 1 of the 3 areas of procurement (goods, services, major projects). Transactional experience. Working-level experience demonstrating basic ability to apply technical competencies (for example: data analytics & risk management). NEW			Working-level experience in 2-3 areas and in depth experience in 1 area. Transactional experience and, in some instances, exp. with procurement policy and strategic procurement. Working-level exp. demonstrating intermediate ability to apply technical competencies (for example: negotiations). NEW		Working-level experience in all areas of procurement and in depth experience in at least 2 areas. Experience largely with procurement policy and strategic procurement. Working-level experience demonstrating advanced ability to apply technical competencies. Experience with complex, multi-party & higher value contracts. NEW
Current Education Profile (%)	<div><div>Highschool or below</div><div>Post Sec. (below Bach.)</div><div>Post Sec. (Bachelor & above)</div></div>	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>
Current Language Profile (%)	<div><div>Unilingual</div><div>Working Knowledge (below CBC)</div><div>Fluent (CBC & above)</div></div>	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>
Occ. Group Breakdown (%)	<div><div>CR</div><div>GSSTS</div><div>PG</div><div>EX</div></div>	<div><div></div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div><div></div></div>
Positions (#)		1100	1500	400	1500	900	400	100
Main Federal Employers		DND, PSPC	DND, PSPC, CSC, SSC, RCMP	DND, PSPC, GAC	PSPC, DND, SSC, GAC, RCMP	PSPC, DND, SSC, GAC	PSPC, DND, SSC	PSPC, DND
Ongoing Professional Development Resources and Tools		Procurement is recognized as a profession. All employees follow a required training curriculum. All employees are supported and encouraged to complete Public Procurement Certification (EPLC). Community is supported by a Community Management Office at Treasury Board Secretariat. Community is supported by the Canadian Institute for Procurement and Material Management (CIPMM). Federal government provides collaboration tools: GCConnex, GCCollab, GCPedia. Federal government offers assignments and micro-assignments to hone competencies and knowledge.						
Procurement-specific Development Programs		<div><div>Material Acquisition and Support Officer Development Program: DND; NO; 2 years; Internal & external; YES, from PG02 to PG04</div><div>Intern Officer Development Program: PSPC, GAC, CBSA; YES; 3 years for external and 2 for Internal; Internal & external; YES, from PG01 or PG02 to PG04</div><div>Supply Chain Management Apprenticeship Program: CRA; NO; 3-4 years; Internal & external; YES, from SP04 to SP08</div></div>					<div>Comptrollership Leadership Development Program: TBS; NO; 1 year; Internal; NO</div> <div>Executive Acquisition Leadership Program: PSPC; NO; 1 year; Internal; NO</div>	
Sample Job Titles		contract/purchasing clerk; contract administration assistant; junior procurement officer	procurement / contracting officer; supply officer; Contract coordinator	procurement / contracting officer; Procurement specialist; Contract Performance Analyst	senior procurement / Contracting specialist / Advisor; Material Acquisitions Support Officer	Manager, procurement / contracting; Manager national contracts strategic priority; Project Manager	chief, procurement and material management; procurement and supply team lead	director national assets; acquired services policy; director strategic procurement and contracting
Knowledge (Depth and breadth of knowledge increases with each level)		Procurement of goods in a competitive/non-competitive environment; trade agreements; procurement policies; contracting; negotiation methods; customs and excise regulations; single source contracting; inventory control and acquisition card program; best practices in procurement; code of conduct for procurement; delegation of financial authority; financial management systems; guiding principles in procurement; legal framework of contracting; life-cycle asset management; procurement trends in the government of Canada;						
Competency Categories	Core <small>Level of Proficiency (Demonstrating Integrity and Respect, Thinking Things Through, Working Effectively with Others, Showing Initiative & being Action-Oriented)</small>	Basic	Basic	Basic	Intermediate	Intermediate/Advanced	Advanced	Advanced
	Functional Competencies <small>Level of Proficiency (see "FOUNDATION" below for functional competency details)</small>	N/A	Basic	Basic	Intermediate	Intermediate/Advanced	Advanced	Advanced
	Technical Competencies <small>Level of Proficiency (see "FOUNDATION" below for technical competency details). Competencies are job-specific. Proficiency level is national.</small>	N/A	Basic	Basic	Intermediate	Intermediate/Advanced	Advanced	Advanced
Business Acumen		Ensures a clear and applicable understanding of how both the industry and the government of Canada work to achieve goals and objectives. Ensures for example, a thorough understanding of the industry and government machinery, trends, economic sectors, money flows and market dynamics that drive public procurement. Brings that diverse knowledge into procurement.						
Negotiations		Ensures differences are settled between parties in order to achieve results and gain mutual acceptance. Actively communicates, persuades, influences and explores positions and alternatives to ultimately reach the best value, in accordance with policies and legal framework, for the best interest of Canadians and the Government of Canada.						
Risk Management		Ensures the ability to assess and control threats, at all stages of the procurement process, affecting delivery of results. Specifically ensures evidence based decisions for assessing, avoiding, transferring, mitigating, sharing or compensating elements of risks.						
Project Management		Ensures the ability of initiating, planning, executing, controlling, and closing a series of activities, while addressing inherent risks, to achieve specific objectives and success criteria within a defined time line.						
Data Analytics		Ensures the use of technology for extrapolating findings in support of strategic decision making, procurement strategies, trends, supply chains and risk management. Procurement data analytics also ensures a strong capability to provide strategic insights and improve results delivery.						
Managing Contracts & Contract Close-out		Ensures that contracts are administered in a manner that achieves the desired project or program outcome in accordance with the agreed terms and conditions of the contract and applicable						
Assessment and Planning		Assesses and plans for the procurement of goods, services, and/or construction in support of projects, programs and operational requirements.						
Acquisition		Obtains goods, services, and/or construction that ensure best value to the crown and adhere to applicable legislation and policies.						

Procurement Community is Vibrant & Diverse



Opportunities Across Canada



Real Property, Materiel Mgmt., Investment Planning, Project Mgmt., Internal Audit, Finance


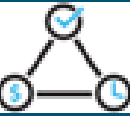



A federal procurement career offers highly transferrable competencies & knowledge (especially with other comptrollership communities)

NOTES

- Procurement positions increasingly requiring post secondary education.
- Procurement positions increasingly requiring bilingual capacity
- Occupational groups representing less than 5% of community and separate employer-specific occupational groups (e.g. SP) not shown.
- www.tpsgc.gc.ca/en/procurement-careers/cra/browse-job-types/supply-chain-management-apprenticeship-program-csmap.html
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Procurement-Specific Competencies

Procurement Technical Competencies

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Reference:
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October, 4, 2018, accessed Feb 14, 2020.
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Institut canadien d'approvisionnement et de gestion du matériel

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MARQUEZ LA DATE

Save the Date

2020 CIPMM Regional Workshop in Vancouver!

We hope to see you there!



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Institut canadien d'approvisionnement et de gestion du matériel

Questions?

Phone: (613) 725-0980

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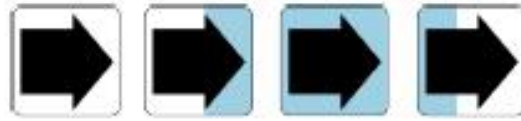
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