Sub: 2-days Workshop on “Behavioural Procurement” on 29th & 30th August 2019 at IHC, New Delhi

Dear Sir/Madam,

Self and Social Awareness are two key aspects of successful leaders across teams, departments and organizations. Public procurement roles are essentially amalgamation of self and others, where it is important for procurement professionals to be aware of self-needs, way of looking at things, their style of leading others along with awareness of other’s needs, how they look & perceive things and how would they like to be influenced and led.

Behavioural procurement and its elements are critical for almost all organizations and especially important for public procurement. Organizational performance can be best achieved through clear understanding of goals, alignment on how to achieve them, along with knowing and managing stakeholder expectations to fulfil the organizational goals. Equally important are interpersonal qualities of communication, ability to influence and facilitate discussions. Though important, leaders usually have little awareness of the skills and tools needed to nurture supportive collegial relationships. Leaders are rarely prepared to understand the dynamics of inter and intra-personal relationships and as a result don’t respond appropriately to the emerging needs of a requesting person or team. Too frequently, conflict is either ignored or suppressed, attributed to individual differences and difficulties. As a result, internal team process can become a liability to performance, leading to low productivity and low morale.

This workshop will help participants develop shared vision and alignment to the organizational goals, create stakeholder engagement and expectation management using humble inquiry and facilitation skills to achieve a win-win closure for all involved stakeholders. It will also promote practice on key skills needed to address the inevitable challenges that arise while procurement, notably, keeping eyes on big picture, appreciating individual differences, influencing without authority and managing expectations.

Other details are given in the Brochure enclosed.

May I request you to nominate in groups, senior/middle level officers/executives leading teams or working in teams in Central/State Governments, PSUs or Private Sector, dealing in Public Procurement.

IRILMM charge a special delegate fee of Rs. 14,000/- + GST @ 18% (GSTN – 07AAAT10439F1Z0). A discount of 5% will be given for two nominations and 10% for three or more nominations from the same organisation for 2-days workshop. The seats are limited and nominations will be accepted on first come first serve basis on receipt of payment. Please send nominations from your organisation at the earliest.

Thanking you,

Yours faithfully,

Sd/-

(Bhaskar Narang)