INDIAN RAILWAYS INSTITUTE OF LOGISTICS & MATERIALS MANAGEMENT

Trains for Excellence in Public Procurement and Supply Chains

A not-for-profit Registered Society
Created and Managed by Serving and Retired Public Procurement Professionals
Totally focused on Capacity Building and Consultancy in Public Procurement
For last 22 Years

___________________________________________________

Workshop on

BEHAVIOURAL PROCUREMENT
“Effectively Managing your Procurement Teams amid Maze”

29-30 August 2019
(Thursday & Friday)
at

MAPLE CONFERENCE HALL
Habitat World, India Habitat Centre,
Lodi Road, New Delhi - 110 003
Tel: 011-2468 2222
ABOUT THE ORGANISERS

INDIAN RAILWAYS INSTITUTE OF LOGISTICS & MATERIALS MANAGEMENT

THE INSTITUTE: A not-for-profit registered society created and managed by serving and retired Public Procurement professionals totally focused on capacity building and consultancy in Public Procurement for last 22 Years. Dedicated to the profession and practice of Materials Management in its most liberal and widest interpretation, with emphasis on Public Procurement.

- IRILMM has a national presence, with headquarters in New Delhi and regional chapters in Mumbai, Chennai, Kolkata, Varanasi, Hubli and Delhi.
- IRILMM is backed by an extensive pool of Supply Chain Professionals having unmatched experienced.
- The Institute is actively engaged in training to achieve its objectives. It regularly organizes seminars/training programmes for dissemination of emerging trends & practices in the discipline.
- The World Bank has selected IRILMM as one of its partner institutes for running their “Professional Diploma in Public Procurement”
- The Institute is also running one-year Distance Learning Diploma Course in “Public Procurement & Supply Management”.

SEMINARS/WORKSHOPS/TRAINING ORGANIZED RECENTLY/UPCOMING

| a) | Arbitration and Alternate Dispute Resolution “Effectively Resolving your Disputes through Arbitration” (Upcoming) | 25-26 July 2019 |
| b) | Preparation, Invitation and Evaluation of Public Procurement Tenders “Being Efficient and Successful” | May 2019 |
| c) | Public Procurement-Tenders Management, GFR, GeM and GST for WCR Officers at Jabalpur | May 2019 |
| d) | Arbitration and Alternate Dispute Resolution “Being an Effective Claimant, Respondent or Arbitrator” | April 2019 |
| e) | Public Procurement through GeM and Overview of GFR | March 2019 |
| f) | Vigilance And Ethics In Public Procurement “A Constructive Way Forward” | March 2019 |
| g) | GFR and Public Procurement of Goods for HCL at Kolkata | February 2019 |
| h) | Scaling Sustainable Public Procurement | February 2019 |
| i) | Public Procurement through GeM, Long Term Contracting & GST | December 2018 |
| j) | 3-days Training on “Public Procurement” for Stores Department Officials of WCR under Project SAKSHAM & ICF at Tuglakabad, Kota, Jabalpur, Bhopal, Itarasi, Katni and Chennai (11 Pgm) | February 2018 to January 2019 |
| k) | Behavioural Procurement | Sept 2018 |
| l) | Supply Chain Management (SCM) | April 2018 |
| m) | Digitization in Public Procurement | February 2018 |
| n) | 4-days Training on Supply Chain & Inventory Management for Railway Officers at NAIR, Vadodara (Gujarat) (Customised) | January 2018 |
| o) | Programs for Air India officers on Public Procurement at Delhi & Mumbai (Customised) | October 2016 |

CONSULTANCIES

IRILMM has executed prestigious consultancy assignments:

- Country Procurement Assessment Report awarded by the World Bank,
  - Phase-I: Central Government,
  - Phase-II: State Government-UP and
  - Phase-III: Central Public Enterprises”.
- Procurement Advisory service to Central Warehousing Corporation (CWC) on procurement of Wagons worth Rs. 100 crore.
- Writing a new Manual for Procurement of Consultancy & Services for SPMCIL
- Training to Key Personnel in SPMCIL at Six Locations in India.
- Drafting of 9 RFPs for procurement of Security Features for Currency for SPMCIL Govt. of India
- Conduct of Workshop for CWC to understand Procurement related Issues, Bottlenecks & Solutions
- Conduct of Workshop for DCIL to understand Procurement related Issues, Bottlenecks & Solutions
The Workshop: Behavioural Procurement
“Effectively Managing your Procurement Teams amid Maze”

INTRODUCTION:
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.

LEARNING OBJECTIVES:
By the completion of this program, participants will be able to:
- Link to bigger picture and have it as guiding star
- Identify key stakeholders, understand their expectations and manage them
- Manage possible disputes & potential conflicts using humble inquiry and facilitative process
- Get a seat on the table as a valued team member who brings significance to the project

KEY FOCUS AREAS:
- Principles of Engagement
- Stakeholder Perceptions & Managing Expectations
- Solutions/Needs - Understanding Stakeholder requirements
- Dealing with different Personalities
- Facilitation Skills
- Influence & Authority
- Outcome focused meetings

KEY COMPETENCIES TOUCHED
- Integrity & Ethics
- Trust among Peers & Teams
- Leadership Courage
- Influencing without Authority
WHO SHOULD ATTEND: This interactive workshop is designed for Senior/Middle Level officers/executives leading teams or working in teams for handling Procurement/Management of Goods, Works or Service Contracts, Civil, Mechanical/Electrical/Telecom Construction, Project Management, Finance and Legal Roles, Audit & Vigilance functions in Government, PSU’s or Private sector Organizations.

METHODOLOGY: Through facilitated Intervention, Self Reflection Activities, Future Thinking Activities and Simulation, Presentations from experts, Interaction with experienced professionals, Case Studies, Video clips, Panel Discussion, Experience Sharing

FACULTY: IRILMM will bring the relevant domain expert from Private Sector and Public Procurement Professionals from Govt./Public Sector Units..

COURSE FEE: INR 14,000 + GST@ 18% (IRILMM Delhi GSTN No.: 07AAATI0439F1Z0). A discount of 5% will be given for two nominations and 10% for three or more nominations from same organisation. The course fee will include cost of course material, kit, and refreshment/lunch for two days and certificate confirming participation. Fee once received will not be returned but substitution of nomination is allowed. Limited seats on first cum first served basis.

MODE OF PAYMENT: Through crossed Cheque/DD or NEFT/RTGS in favour of “Indian Railways Institute of Logistics & Materials Management” or “IRILMM” payable at Delhi.

BANKING DETAILS:

Beneficiary Bank : HDFC Bank
Branch & address : Plot No. 8, Sector-4, R.K. Puram, Opp. Capital Court Building, New Delhi-110022
Beneficiary Name : IRILMM
Bank A/c No. & Type : 0588 145 0000203 (Institution – Saving)
NEFT/IFSC Code : HDFC-000-0588
MICR Code : 110240089
PAN No. : AAATI0439F
GST No. : 07AAATI0439F1Z0 – Delhi
SAC Code : 999293

SCHEDULE: Registration will start at 9:30 am on first day of the workshop. On both days, the substantive sessions would commence at 10:00 am and close by approximately 5:00 pm.

WORKSHOP MANAGEMENT:

DIRECTOR GENERAL/IRILMM: Bhaskar Narang, B.Tech.(Civil) IIT, Delhi, PGDFM, IPSCM (Former Principal Executive Director (Procurement), Ministry of Railways)

EXECUTIVE DIRECTOR: Gajanand Prasad, B.Tech.(Elect), Member ICA (Former Principal Chief Materials Manager, NWR, Jaipur)

INGENUITY TALENT MANAGEMENT: Paankaj Sethi, A Certified Behavioral Assessor and A Feedback Coach

FOR REGISTRATION PLEASE CONTACT:
Deepak Tamang, Manager
Indian Railways Institute of Logistics & Materials Management
111, Oriental House, 19, Commercial Centre, Yusuf Sarai, New Delhi-110049
Tel No.: 011- 49148173 / 65388319 / 26563801 Fax: 011-26561711
E-mail: seminars@irilmm.com & irilmm@yahoo.com
Website: www.irilmm.com