

Professional Development Courses 2020

NIGP: The Institute for Public Procurement

[Full course list](#), including online and out-of-state. Upcoming courses in Ohio listed below:

Legal Aspects of Public Procurement 04/07/20 Columbus, OH

Designed to be an educational exploration of the Legal Aspects of Public Procurement, this course will provide a foundation of the principles and general concepts of the law as it applies to public procurement. Course content will address issues such as the UCC, the Model Procurement Code, Sale of Goods Act and the legal implications surrounding solicitations, contracting and post award issues. Attention will be given to the ethical issues facing the profession relevant to the law. This course will focus on actual procurement situations with actual procurement implications.

Format: Face-to-Face Course
Accreditation: Accredited
Start Date: 04/07/2020
Location: Columbus, OH

Instructor: David Nash
Institute Member: Early Fee \$570.00
Non-Member: Early Fee \$670.00

Developing and Managing Requests for Proposals 05/04/20 Columbus, OH

This course is uniquely designed to prepare procurement professionals to use the RFP process to its maximum potential. The class agenda will identify the process, offer a key understanding of the elements of the proposal and ascertain ways in which the document can be used to its full capability. Pitfalls and success stories will make the class relevant and applicable when planning to incorporate this type of solicitation into the government process.

Format: Face-to-Face Course
Accreditation: Accredited
Start Date: 05/04/2020
Location: Columbus, OH

Instructor: Nancy Pressing
Institute Member: Early Fee \$570.00
Non-Member: Early Fee \$670.00

Core Certificate: Foundations in Planning and Analysis 05/13/20 Fairview Park, OH

For the public procurement professional, the ability to think strategically for both the procurement function and the larger governmental entity as a whole is critical to serving the communities in which we live and work. Designed to outline proactive, applicable approaches to ensuring best practice guidance and implementation, NIGP's Foundations of Planning and Analysis Core Certificate empowers novice public procurement professionals to better identify and articulate the goals and objectives of public procurement. Outlining and exploring critical skills such as strength and weakness evaluation, opportunities and threat analysis, and stakeholder-end user engagement, the Foundations of Planning and Analysis certificate prepares learners with base-level interactive and exercise-driven instruction, providing best practice guidance to help you not only lead your entity to successful risk-averse strategy but also to secure the best benefit for stakeholders and communities alike.

Format: Face-to-Face Course
Accreditation: Accredited
Start Date: 05/13/2020
Location: Fairview Park, OH

Instructor: Lynda Allair
Institute Member: Early Fee \$400.00
Non-Member: Early Fee \$500.00

Financial Analysis for Procurement Professionals 07/15/20 Fairview Park, OH

Understanding financial statements helps procurement professionals make good decisions about suppliers. This course focuses on the key areas of the financial statements that are relevant to the agency when selecting a supplier. The course covers the level of analyses, relevant ratios and why they are important for procurement categories. The class concludes with a financial analysis game using the concepts.

Format: Face-to-Face Course
Accreditation: Non-Accredited
Start Date: 07/15/2020
Location: Fairview Park, OH

Instructor: Lourdes (Maria de Lourdes) Coss
Institute Member: Early Fee \$285.00
Non-Member: Early Fee \$385.00

Specialization Certificate: Foundations of Technology Procurement 08/10/20 Columbus, OH

Increasingly, governmental entities are embracing technology and IT infrastructure solutions in their desire to interact more strategically and beneficially with the communities they support. As a result, procurement professionals are expected to procure and negotiate contracts and agreements with more complex terms and conditions. Performing these tasks, however, requires the procurement professional to evaluate a multitude of topic-specific factors that affect stakeholders and the governmental entity alike. Promoting an overview of technology procurements, the Procuring Technology Level 1 Certificate provides learners with an introduction to terminology, research practices and opinions, solicitation methods, strategies for risk identification, and common mistakes procurement professionals encounter when negotiating and managing awarded IT contracts. This Specialization Certificate introduces and promotes IT best practices by identifying concepts, common risks and issues, and the precise role of the procurement function and public procurement professional in governmental entities, empowering procurement professional to achieve a legal, flexible, and fair agreements or contracts with confidence.

Format: Face-to-Face Course
Accreditation: Accredited
Start Date: 08/10/2020
Location: Columbus, OH

Instructor: Bobbie Tolston
Institute Member: Early Fee \$570.00
Non-Member: Early Fee \$670.00

Core Certificate: Foundations of Sourcing and Contracting 09/08/20 Columbus, OH

Every day, public procurement professionals across North America are challenged to fulfill the needs of their entity as balanced against the needs, wants, and desires of their stakeholders, ensuring that all procured commodities are acquired in the right manner, based on the correct criteria, and within the appropriate price range. Designed to provide entry-level public procurement professionals with the tools they need to ensure the appropriate goods and services are procured, NIGP's Foundations of Sourcing and Contracting Core Certificate empowers learners with applicable, implementable solutions to some of the procurement function's most challenging topics. Addressing the actionable solutions to sourcing and contracting methods, specification development, evaluation methods, and negotiations, Foundations of Sourcing and Contracting promotes the tenants and key principles of the public procurement function, empowering learners with NIGP-advocated best practice guidance to become more skilled in their role as they perform the procurement function on a foundational level.

Format: Face-to-Face Course
Accreditation: Accredited
Start Date: 09/08/2020
Location: Columbus, OH
Instructor: Barbara Johnson
Institute Member: Early Fee \$570.00
Non-Member: Early Fee \$670.00

Core Certificate: Foundations of Strategy and Policy 10/05/20 Columbus, OH

As stewards of the public trust, public procurement professionals are expected to demonstrate strategic value to stakeholders throughout both their governmental entities and the suppliers with whom they work. Providing an overview of the ever-changing profession by identifying concepts, common legal and ethical issues, and the precise role of both the procurement function and the public procurement professional in governmental entities, the Strategy & Policy Course provides learners with a holistic, introductory focus on the profession, using practical examples, discussions, group exercises, and case studies to promote application-ready experiences. As a career orientation or refresher source detailing the basic tenants of the public procurement function, NIGP's Strategy & Policy Course promotes targeted activities and implementable concepts designed to enhance the mission and strategic value of your entity, empowering learners to become more confident in their role as they perform the procurement function in line with commonplace legal requirements and ethical standards.

Format: Face-to-Face Course
Accreditation: Accredited
Start Date: 10/05/2020
Location: Columbus, OH

Instructor: Stacy Gregg
Institute Member: Early Fee \$400.00
Non-Member: Early Fee \$500.00

Core Certificate: Foundations in Strategy and Policy 10/21/20 Fairview Park, OH

As stewards of the public trust, public procurement professionals are expected to demonstrate strategic value to stakeholders throughout both their governmental entities and the suppliers with whom they work. Providing an overview of the ever-changing profession by identifying concepts, common legal and ethical issues, and the precise role of both the procurement function and the public procurement professional in governmental entities, the Foundations of Public Procurement Strategy and Policy Core Certificate provides learners with a holistic, introductory focus on the profession, using practical examples, discussions, group exercises, and case studies to promote application-ready experiences. As a career orientation or refresher course detailing the basic tenants of the public procurement function, NIGP's Foundations of Public Procurement Strategy and Policy Core Certificate promotes targeted activities and implementable concepts designed to enhance the mission and strategic value of your entity, empowering learners to become more confident in their role as they perform the procurement function in line with commonplace legal requirements and ethical standards.

Format: Face-to-Face Course
Accreditation: Accredited
Start Date: 10/21/2020
Location: Fairview Park, OH

Instructor: Barbara Johnson
Institute Member: Early Fee \$400.00
Non-Member: Early Fee \$500.00

Core Certificate: Foundations of Leadership 10/26/20 Columbus, OH

As stewards of the public trust, public procurement professionals must cultivate leadership skills not only to lead others through complex processes but also to become an active contributor to the achievement of their entities as a whole. Building upon the comprehensive belief that leadership at all levels is critical for success in the procurement function, NIGP's Foundations of Leadership Core Certificate empowers practitioners to take their careers to the next level, integrating hallmark concepts on leadership, innovation, agility, communication, and relationship management to empower novice leaders with the skillsets they need to succeed. Through integrated course methodologies, learners will engage in targeted case studies, exercise-driven scenarios, and concept-driven mentorship in order to gain a foundation understanding of leadership and the practices you need to excel in the field. Throughout this interactive and engaging course, learners will develop the skills they need to become great leaders not only in the procurement function but in the entirety of their governmental entity.

Format: Face-to-Face Course
Accreditation: Accredited
Start Date: 10/26/2020
Location: Columbus, OH

Instructor: William Tommie
Institute Member: Early Fee \$400.00
Non-Member: Early Fee \$500.00

Core Certificate: Foundations of Planning & Analysis 11/09/20 Columbus, OH

For the public procurement professional, the ability to think strategically for both the procurement function and the larger governmental entity as a whole is critical to serving the communities in which we live and work. Designed to outline proactive, applicable approaches to ensuring best practice guidance and implementation, NIGP's Foundations of Planning and Analysis Core Certificate empowers novice public procurement professionals to better identify and articulate the goals and objectives of public procurement. Outlining and exploring critical skills such as strength and weakness evaluation, opportunities and threat analysis, and stakeholder-end user engagement, the Foundations of Planning and Analysis certificate prepares learners with base-level interactive and exercise-driven instruction, providing best practice guidance to help you not only lead your entity to successful risk-averse strategy but also to secure the best benefit for stakeholders and communities alike.

Format: Face-to-Face Course
Accreditation: Accredited
Start Date: 11/09/2020
Location: Columbus, OH

Instructor: Marcheta Gillespie
Institute Member: Early Fee \$400.00
Non-Member: Early Fee \$500.00

NAEP – National Association of Educational Procurement

[Full list of Events and Programs](#)

Procurement Academy

Delivered in three Tiers, the NAEP Procurement Academy is an assessment-based certificate program, providing best practices, insider intelligence, and the market knowledge needed to propel your career.

Institutes

The NAEP Institutes are dedicated to specific procurement needs which are of current concern to their members. Institute topics include negotiations, the RFP process, contract management, facilities, federal procurement, strategic procurement, and supplier diversity.

Webinars

The NAEP Webinars feature industry experts and cover topics of ethical practice, effective performance, communication, relationship building, strategic agility, and leadership.