



GIPS TRAINING ACTIVITIES

THEMATIC AREA	SYNOPSIS	TARGET GROUP	DATE	TRAINING COST (MEMBERS)	TRAINING COST (NON-MEMBERS)
Contract and Vendor Management	Key Terms in the Contract	Procurement and Supply Chain Managers, Officers, assistants, and specialists, user departments, Consultants, Administrators, Project Managers,	10th- 11th April, 2025	GhC 2,000	GhC 2,500
	Role of the Contract Manager				
	Linkage between Negotiations and Contract Management				
	Framework Management Versus Contract Management				
	Risk Assessments				
	Supplier Performance Versus key Terms (i.e. Delivery, Quality, Cost, etc.)				
	Review Periods (weekly, monthly, etc.)				
	Supplier Performance Reviews				
	Contract Management Tools and the NFA Tool Kit				
	Cost Saving Opportunities During Contract				
	Stakeholder Involvement in Contract Management				
	Supplier Development and Contract Improvements				
	Changes, Variations and Amendments				
	Termination and Renewal				
	Vendor selection, onboarding, and performance evaluation				

	Conflict resolution and dispute management in supplier relationships.				
	Tools and frameworks for managing long-term vendor partnerships				
THEMATIC AREA	SYNOPSIS	TARGET GROUP	DATE	TRAINING COST (MEMBERS)	TRAINING COST (NON-MEMBERS)
Improving Negotiation Skills: Strategies for saving costs	The process, phases and structure of negotiations	Procurement and Supply Chain Managers, Officers, assistants, and specialists, user departments, Consultants, Administrators, Project Managers, Quantity Surveyors, CEOs, Managing Directors, Engineers, Contractors	27th-28th June, 2025	GhC 2,000	GhC 2,500
	When to and when not to negotiate.				
	Negotiation Strategies.				
	Conditioning				
	Planning and preparation from a supplier's perspective				
	Listening Skills				
	Body Language				
	Persuasion Methods				
	Tricks, Tips and Tactics				
	Supply Market Analysis				
	Team Negotiation				

THEMATIC AREA	SYNOPSIS	TARGET GROUP	DATE	TRAINING COST (MEMBERS)	TRAINING COST (NON-MEMBERS)
Sustainability in Supply Chains in the public and private sectors. (Case Study Scenario)	Background and understanding sustainability (ETHICAL, SOCIAL VALUE, MODERN SLAVERY, ENVIRONMENTAL)	Procurement and Supply Chain Managers, Officers, assistants, and specialists, user departments, Consultants, Administrators, Project Managers, Managing Directors, CEOs	26th – 27th September, 2025	GhC 2,000	GHC 2,500
	Managing corporate and the benefits of sustainability				
	SLPS Framework for Implementing Sustainability				
	Leadership and strategy for sustainability				
	The challenges faced by sustainability and organising and overcoming these challenges				
	Integration of sustainability risks and risk assessments				
	Performance evaluation and measuring systems				
	Social, economic and environmental impact measuring tools and techniques				
	External and internal reporting and verification				
	Overcoming resistance to change for implementation				

THEMATIC AREA	SYNOPSIS	TARGET GROUP	DATE	TRAINING COST (MEMBERS)	TRAINING COST (NON-MEMBERS)
Artificial intelligence (AI) in Procurement in 2025	Enhancing efficiency through digital procurement.	Procurement and Supply Chain Managers, Officers, assistants, and specialists, user departments, Consultants, Administrators, Project Managers	28th - 29TH November, 2025	GhC 2,000	GhC 2,500
	Revolutioning Supplier relationships				
	Leveraging Big data for strategic Sourcing				
	Automating procurement processes				
	Driving Sustainability in procurement				
	AI & Machine learning in procurement decision making				
	Cloud based procurement platforms				
	Cybersecurity in digital procurement transformation				



GIPS Ghana Institute of
Procurement and Supply



WWW.GIPSGHANA.COM



INFO@GIPSGHANA.COM



+233 30 290 4001

+233 24 181 4600



[gipsofficials](#)

