Banking and Insurance · BA19

Procurement Management for World Bank Aided Projects

Kuala Lumpur · 7 - 11 Dec 2026

Date **7 - 11 Dec 2026**	Venue **Kuala Lumpur**	Duration **1 Week**
Fee **£5,000 GBP**	Ref **BA19**	Language **English**

Introduction

Every year, manifesting countries donate millions of dollars in the form of obtained goods, construction, and services for the development of proposals. Much of this money is provided by International Financial Institutions such as the World Bank in the form of low-interest loans or grants. The World Bank provides critical financial and technical assistance. In 2016, the World Bank committed more than $16 billion in new Investment Project Financing commitments to support the funding of infrastructure or consultancy plans for transit, water and sanitation, energy, and extractives.

This expert training course on Procurement Management for World Bank-Aid Projects delves into the key provisions of the new World Bank Procurement Regulations for Investment Project Financing, which took effect in July 2016. The new ordinances place a high value on ensuring that World Bank-funded projects deliver value for money, and the new Procurement Framework is designed to help achieve that goal. This training course includes group work to allow delegates to provide the main strategy and procurement planning papers that the World Bank expects from public authorities seeking IPF financial assistance.

This training course will highlight:

- Obtainment Systems for the World Bank Financed Projects
- Strange New World Bank Procurement Framework
- Methods for Soliciting Competitive Bids
- Managing a Prosperous Procurement
- Manner of Procurement Planning

Course Objectives of Procurement Management for World Bank-Aided Projects

Through this training course, you will acquire:

- What the New World Bank obtainment arrangements require

- Whence to effectively plan and achieve the entire procurement cycle
- What you demand to do to comply with the Procurement Regulations for IPF Borrowers
- How to achieve the processes for the procurement of supplies and works
- How to implement sound procurement planning strategies

Course Methodology of Procurement Management for World Bank-Aided Projects

Effective, interactive, and totally participant-concentrated, this training course will be remitted by a world-class subject matter expert; whose consciousness and abilities have been honed over many years going in the field of designs, procurement, and contract management. Using the most up-to-date training exercises, modern material, and actual case studies, the participants will be taken on a journey of development by assuming the real requirement to promote the right processes and methods for their organization.

Organizational Impact of Procurement Management for World Bank-Aided Projects

The organization will serve by having a prepared person who can affect and manage:

- The Core Fund Principles
- Capability and cost-effectiveness in the procurement of goods and supplies
- Project Procurement Strategy for Development (PPSD)
- Modernized procurement designs
- Evaluation of tactics chosen for the procurement

Personal Impact of Procurement Management for World Bank-Aided Projects

Delegates attending this training course will learn and benefit by:

- Knowing the Modernized Obtainment Framework (WBPF)
- How to demand and manage Bids and Proposals
- Best Practice in Planning an Appropriation
- Implement modern and practical procurement approaches and purposes
- Understand Value-for-Money (VfM) judgment-making for an award of the agreement

Target Audience of Procurement Management for World Bank-Aided Projects

This training course is fitting for a wide range of experts but will exceedingly serve those who require a sound working awareness of the new Appropriation Framework of the World Bank, including:

- Project Management Professionals and Team Managers that need to know strategic obtainment planning
- Technical Professionals such as engineers required in the procurement
- Experts that need to know the new arrival to procurement financed by improvement plans
- Obtainment Professionals that require to assume a best practice approach to procurement

- Central Tender Board Managers

Course Outlines of Procurement Management for World Bank-Aided Projects

Many public-sector organizations in acquiring countries that want to receive financial help, face the objections of having to know and then apply the strict obtainment commands of the funding agency. The World Bank's regulations and processes have newly changed, and the group places an increased focus on the Borrower being able to create well-thought-out plans that will deliver effective development results.

This training course will treat the fundamental elements and manners required and how the World Bank operates and what its expectations are:

DAY 1

The World Bank's New Procurement Framework

- The World Bank and Its Five Organizations
- World Bank Procurement Policy Aims and Objectives
- The World Bank's Six-Stage Project Cycle for Funded Projects
- Core Principles in the New Procurement Framework
- A New Emphasis on Value for Money
- Overview of the New Procurement Regulations

DAY 2

The World Bank Project Procurement Strategy for Development (PPSD)

- Preparing the Draft PPSD
- Selecting an Appropriate PPSD Template
- Strategic Assessment of the Borrower's Operational Context and Capability
- Developing the PPSD Supplier Market Analysis
- Carrying out a Procurement Risk Analysis
- Turning a Needs Assessment into Development Objectives

DAY 3

Developing the Borrower's Procurement Plan

- The Procurement Cycle
- Common Abbreviations and Defined Terms
- Designing the Procurement Approach and Objectives
- Defining the Requirements and Writing the Specification
- Working with Stakeholders to Develop the Procurement Plan
- Securing the Bank's "No Objection"

DAY 4

Competitive Bidding under the New Procurement Framework

- Important Regulations about International Competitive Bidding (ICB)
- Approved Selection Methods
- Using the World Bank's Standard Procurement Documents (SPDs)
  - Request for Bids

    - Request for Proposals
    - Use of BAFO and Negotiation
- Innovative Selection Arrangements
    - Competitive Dialogue
    - Public-Private Partnerships
    - E-Auctions
    - Community Driven Development
- General and Special Conditions of Contract
- INCOTERMS

DAY 5

Running an Effective Procurement for a World Bank-Aided Project

- Evaluation of Supplier Bids and Proposals
    - The “Substantially Responsive” Bid
    - Qualifying Criteria, Pre-qualification, and Initial Selection
    - Using Rated Criteria
    - Life Cycle Costing and other Financial Evaluation Techniques
    - Selecting the Most Advantageous Bid or Proposal
- Managing Complaints and Use of the Standstill Period
- Contract Implementation to Deliver Value for Money
- The Contract Management Plan

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