CINPAA | INTERNATIONAL COOPERATIVE FOR TRAINING & CONSULTING

سينبا | التعاونية الدولية للتدريب والاستشارات



Training programme:

BEST PRACTICES IN PROCUREMENT, PROJECT MANAGEMENT & BUSINESS ANALYSIS IN THE FINANCIAL SECTOR

Delivered in several cities and dates

OUR INTERNATIONAL PARTNERS:

ISDE Law Business School High Performance Education
Higher Institute of Law and Business (ISDE)

Professional Development Institute
Professional Development Institute

Universidad Camilo José Cela
Camilo José Cela University

SEK EDUCATION GROUP

ISO 29993:2017 Learning services for non-formal education and training

ISO 9001:2015

BEST PRACTICES IN PROCUREMENT, PROJECT MANAGEMENT & BUSINESS ANALYSIS IN THE FINANCIAL SECTOR

About the programme:

BEST PRACTICES IN PROCUREMENT, PROJECT MANAGEMENT & BUSINESS ANALYSIS IN THE FINANCIAL SECTOR© (5-Day Executive Training · European Standards) Program Objectives Enhance institutional capacity in procurement management aligned with EU and international standards. Strengthen financial and business analysis skills to support strategic decision-making. Integrate procurement processes with project management frameworks to ensure institutional efficiency. Reinforce governance, compliance, and transparency in financial-sector procurement and contracting. Review European case studies on modernizing

Objectives:

Developing participants' skills, knowledge, values and professional approaches in:

a. Enhance institutional capacity in procurement management aligned with EU and international standards.

b. Strengthen financial and business analysis skills to support strategic decision-making.

c. Integrate procurement processes with project management frameworks to ensure institutional efficiency.

d. Reinforce governance, compliance, and transparency in financial-sector procurement and contracting.

e. Review European case studies on modernizing procurement and project management within regulatory and financial institutions.

Target audience:

a. Procurement and supply chain professionals in financial institutions.

b. Project managers and strategic initiative leaders.

c. Business and financial analysts.

d. Planning and institutional control officers.

e. Compliance, governance, and risk management specialists.

Daily programme:

• Day 1: Modern procurement practices in the financial sector

a. Institutional procurement life cycle aligned with international frameworks

b. Special considerations for procurement in banks, regulators and financial institutions

c. Governance, compliance and transparency requirements in financial-sector procurement

d. Conflict of interest, audit trails and segregation of duties in procurement

e. Case study: reviewing a regulator's procurement process for compliance and transparency gaps

f. Day output: procurement governance checklist for a financial institution

• Day 2: Project management in financial institutions

a. Integrating procurement within project planning and execution

b. Risk management in contracting and financial projects

c. Examples from European central banks and regulatory authorities

d. Project governance, reporting and change control in regulated environments

e. Case study: analysing how procurement delays affected a core banking system project

f. Day output: integrated project and procurement schedule

- **Day 3: Business and financial analysis for procurement decisions**

a. Tools for cost-benefit analysis and needs assessment

b. Data-driven analysis to support procurement and investment decisions

c. Financial-sector applications for efficiency and budget control

d. Building a business case that compares options on cost, risk and value

e. Workshop: preparing a cost-benefit analysis and business case for a technology purchase

f. Day output: business case with cost-benefit analysis

- **Day 4: Contracting and negotiation strategies**

a. Negotiating with suppliers and technology providers in the financial sector

b. Ensuring value for money in high-impact procurement

c. Managing long-term contracts in a changing financial environment

d. Exit clauses, service levels and supplier dependency risks

e. Workshop: negotiation simulation with a technology provider on service levels

f. Day output: contract terms and service level summary

- **Day 5: Applied workshop: integrated procurement plan**

a. Designing an integrated procurement plan for a financial project

b. Simulation of the tendering and bid evaluation process

c. Evaluation committees, scoring methods and documentation of decisions

d. Final recommendations and strategies for applying practices locally

e. Workshop: tendering and bid evaluation simulation for a financial project

f. Day output: integrated procurement plan and evaluation report

Training methods and certificates:

Our programmes are built on modern pedagogy that combines theoretical knowledge with practical application, in line with participants' needs and the demands of the workplace. Methods include:

- **Interactive workshops:** analysis of real data and group discussions that strengthen practical understanding.
- **Case studies:** examples from international organisations that highlight real successes and challenges.
- **Realistic simulations:** participants train through professional scenarios that mirror real situations requiring decisions and situation management.
- **Advanced tools and technologies:** hands-on practice with up-to-date training software and tools suited to each field.

Certificates:

On successful completion, participants receive a certificate issued by CINPAA, a training institute officially registered in the European Union, Spain and the United Kingdom.

CINPAA - Cooperative International for Training and Consulting

Our programmes are delivered within academic and professional partnerships, cooperation agreements and memoranda of understanding with a number of academic and professional institutions, including:

- **Camilo José Cela University - Spain**
- **ISDE - Law & Business School - International**
- **Professional Development Institute - United Kingdom**

These partnerships aim to exchange expertise, develop training content and raise programme quality in line with international best practice.

Kind regards,
International Programmes Department
"CINPAA" INTERNATIONAL COOPERATIVE FOR TRAINING & CONSULTING

Course details and registration

Course Details | Registration

Programme	**BEST PRACTICES IN PROCUREMENT, PROJECT MANAGEMENT & BUSINESS ANALYSIS IN THE FINANCIAL SECTOR**	Course Title
Language	**English**	Course Language
Duration	**5 days**	Duration
Venue	**Several cities and dates – see the table below**	Venue
Financial offer	**Sent separately, according to the number of participants and the delivery conditions.**	Financial Offer

Registration and confirmation:

To register, please use one of the following:

a. Complete the programme request form on our website.

b. Or send an email from your training department.

c. Or a nomination letter from your organisation.

Send your confirmation by:

Email	info@cinpaa.org
WhatsApp	+34 635 867 686

Our team is ready to advise on accommodation and logistics before and during your stay.

Planned programme dates:

City	Dates
Cairo, Egypt	01 - 05 Feb 2027
Madrid, Spain	03 - 07 May 2027
Barcelona, Spain	02 - 06 Aug 2027
London, United Kingdom	01 - 05 Nov 2027

The programme can be delivered in other cities and on other dates to suit your organisation, at the length you need. The cities are listed on the last page.

سينبا التعاونية الدولية للتدريب والاستشارات | CINPAA – International Cooperative for Training & Consulting

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Scan to save our contact

Cities where we deliver our programmes:

This programme can be delivered in any of the following cities, and elsewhere on request.

Albania Tirana, Saranda	**Australia** Sydney	**Austria** Vienna, Hallstatt, Salzburg / Zell am See	**Azerbaijan** Baku
Bahrain Manama	**Belgium** Brussels, Bruges	**Bosnia and Herzegovina** Sarajevo	**Canada** Toronto, Montreal
China Hong Kong, Shanghai, Beijing, Guangzhou	**Croatia** Dubrovnik	**Cyprus** Nicosia, Limassol, Larnaca	**Czech Republic** Prague
Egypt Cairo, Sharm El Sheikh, Alexandria, Hurghada	**France** Paris	**Georgia** Tbilisi, Batumi	**Germany** Munich, Berlin, Düsseldorf, Frankfurt
Greece Athens, Rhodes	**Hungary** Budapest	**Indonesia** Bali, Jakarta	**Ireland** Dublin
Italy Rome, Florence, Milan, Venice, Como	**Japan** Tokyo	**Jordan** Amman, Aqaba	**Kuwait** Kuwait City
Malaysia Kuala Lumpur	**Maldives** Maldives	**Mauritius** Mauritius	**Montenegro** Budva, Kotor
Morocco Casablanca, Marrakech, Tangier, Rabat	**Netherlands** Amsterdam	**Oman** Muscat, Salalah	**Philippines** Manila
Poland Krakow, Warsaw	**Portugal** Lisbon, Porto	**Qatar** Doha	**Russia** Moscow
Saudi Arabia Riyadh, Jeddah, Dammam	**Serbia** Belgrade	**Slovenia** Ljubljana	**South Korea** Seoul
Spain Madrid, Barcelona, Valencia, Alicante, Benidorm, Malaga / Marbella, San Sebastian, Granada, Cordoba, Canary Islands, Seville, Bilbao	**Switzerland** Geneva, Luzern, Zurich, Interlaken, Zermatt, Lugano	**Thailand** Bangkok, Phuket	**Tunisia** Tunis
Turkey Istanbul, Antalya, Trabzon, Bursa, Izmir, Bodrum, Antakya (Hatay)	**United Arab Emirates** Dubai, Abu Dhabi	**United Kingdom** London, Edinburgh, Manchester, Birmingham	**United States** Miami, New York, Los Angeles, Washington