

12<sup>th</sup> January 2026

On behalf of **CIPS Southern Africa**, we are delighted to announce the launch of official CIPS training programmes in **Angola**, delivered in partnership with **Trident Procurement**, our **exclusive CIPS training partner in Angola**.

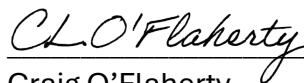
This marks an exciting milestone for CIPS as we expand our presence in Angola and support the continued professionalisation of procurement and supply chain management across the country. We are proud to collaborate with Trident Procurement to bring internationally recognised training programmes to **Luanda**, aligned with global best practices and the highest professional standards.

The purpose of these training sessions is to broaden the knowledge, capability, and confidence of procurement and supply chain professionals operating in Angola. Through this programme, participants will gain practical skills, internationally accredited certification, and exposure to proven methodologies that are applied by leading organisations worldwide. Equally important, these sessions are designed to foster a strong professional network of like-minded individuals committed to ethical, strategic, and value-driven procurement.

We invite procurement and supply chain professionals from across the public and private sectors to join this programme and take a decisive step toward standing out from the norm. By entering the CIPS learning pathway, participants demonstrate a commitment to excellence, continuous improvement, and alignment with international standards that are increasingly demanded in today's global marketplace.

CIPS Southern Africa looks forward to welcoming professionals to this programme and to supporting the growth of a strong, connected, and future-focused procurement community in Angola.

Yours sincerely,



Craig O'Flaherty

Head of CIPS for Business Southern Africa

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# Essentials Of Tendering

SGB01



## Programme Outline

Acquire the practical tools and techniques required for managing the tender process from issues to award

### Is this course right for me?

This one-day course demonstrates good practice in applying the correct techniques throughout the complete tendering process. It is vital for any procurement or non-procurement staff involved in the planning, creation, issue, receipt or evaluation of tenders.

### What will I learn?

By the end of this course you will be able to:

- Maximise value for your organisation in this vital procurement business process
- Determine the rules and structure of the tendering process
- Select the process that best suits your needs
- Appreciate the legal and technical aspects for selecting the best possible strategic route to contract award
- Understand how to undertake evaluation of offers, award and manage contracts
- Realise the importance of specification and the cost plan.

### What key points will the training cover?

- Principles of tendering
- The tendering cycle
- Ethical and sustainable tendering
- Tendering options
- E-tendering
- Invitation to tender documentation
- Specification activity
- Selection and award criteria
- Running the tendering process
- Post-tender negotiation
- Developing KPIs and contract management

# Introduction To Contracts

CGA01



## Programme Outline

### How to construct legally binding contracts

#### Is this course right for me?

All buyers, particularly those in a junior procurement and supply chain role and those new to the discipline, need to be aware of the essential legal principles governing contracts - not just to solve disputes but more importantly, how to avoid them. This interactive one-day training course is particularly relevant for those who are involved in helping to develop and manage contracts and considers issues relating to the setting up of procurement contracts and their key contract clauses.

#### What will I learn?

By the end of this course you will be able to:

- Demonstrate increased awareness of the fundamentals of contracts and contract law within the procurement function
- Appreciate the potential risks relating to the formation of contracts and how best to address them
- Demonstrate increased understanding of the role and significance of specific core clauses in the contract and how they can provide robust positions when entering contractual relationships with suppliers
- Understand the role played by the Sale of Goods Act 1979 and the Supply of Goods & Services Act 1982 in implying contractual duties on the supplier
- Appreciate the procedural options available when attempting to resolve disputes with suppliers and their relative strengths and weaknesses
- Understand the available legal remedies for breach of contract

#### What key points will the training cover?

##### Introduction to basic contract law

- The essentials of a valid contract
- Tenders, enquiries, quotations - are they legally binding?
- The battle of the forms - whose terms govern the contract (and how to avoid it)?

# Introduction To Forecasting Techniques & Inventory Management

SMA01



## Programme Outline

**Understand how to identify potential future demand so that you can make efficient inventory management decisions.**

### Is this course right for me?

This practical one-day course is designed to support decision-making and provide you with tools and techniques to use in the workplace. In order to make efficient decisions with regard to inventory management it is essential to have an understanding of potential future demand. This course aims to provide learners with more confidence and an ability to evidence those decisions.

### What will I learn?

By the end of this course you will be able to:

- Make your demand forecasts more accurate and more useful
- Understand different forecasting methods, including the basic techniques as well as some more complex models
- Produce demand forecasts more efficiently
- Use your knowledge of potential future demand to keep your level of inventory right, improving stock availability, creating cost efficiencies and reducing obsolescence
- Establish your overall inventory management policy and management framework
- Address any day-to-day problems that can occur

### What key points will the training cover?

- Basic definitions
- Fundamental relationships
- Essential forecasting techniques to support inventory management decisions
- Replenishment methods and systems
- Risk, quality and costs
- Applying moving averages and exponential smoothing