Contents

	Preface	*vii*
Exercise 1	**The Procurement Process**	1
Exercise 2	**Purchase Orders**	7
Exercise 3	**Supplier Communication Plan**	13
Exercise 4	**Requests for Proposals (RFP)**	23
Exercise 5	**Putting Together an RFP Evaluation Committee**	29
Exercise 6	**Bid Openings Case Study**	35
Exercise 7	**Reverse Auction**	43
Exercise 8	**Preference Based Procurement**	49
Exercise 9	**Strategic Procurement**	55
Exercise 10	**Sustainable Procurement**	65
Exercise 11	**Sole-Source Procurement**	75
Exercise 12	**Emergency Procurement**	81
Exercise 13	**Public Procurement Ethics**	89
Exercise 14	**Contract Formulation**	99
Exercise 15	**Contract Administration**	107

Exercise 16	**Public Private Partnerships**	115
Exercise 17	**Cooperative Procurement**	123
Exercise 18	**Negotiations in Public Procurement**	129
Exercise 19	**Benchmarks and Benchmarking in Public Procurement**	139
Exercise 20	**Identifying Procurement Best Practices Online**	147
Exercise 21	**ERP Procurement Best Practices**	155
Exercise 22	**Procurement Protests**	161
Exercise 23	**Life-Cycle Cost Analysis**	171
Exercise 24	**Managing Risk**	177
Exercise 25	**Best Value Procurement**	185
Exercise 26	**Establishing and Promoting the Mission, Vision and Operating Values of the Procurement Department**	193
Exercise 27	**Cybersecurity in Public Procurement**	201
Exercise 28	**Building Resiliency in Sourcing under Evolving Geopolitical Environments**	209
	Supplemental Exercises and Case Studies	215
	References	235
	Useful Links	246
	About the Authors	249