



# MGMT28004 Procurement Excellence in Private and Public Sectors

## Term 1 - 2025

Profile information current as at 26/03/2025 04:42 am

All details in this unit profile for MGMT28004 have been officially approved by CQUniversity and represent a learning partnership between the University and you (our student). The information will not be changed unless absolutely necessary and any change will be clearly indicated by an approved correction included in the profile.

## General Information

### Overview

This unit is designed to provide a comprehensive understanding of the principles and practices essential for achieving procurement excellence in both private and public sector environments. It offers an in-depth exploration of strategic procurement planning, ethical considerations, advanced evaluation techniques, and innovative approaches to value delivery. You will gain knowledge and skills specific to public procurement such as public procurement process and procedures, legal and regulatory framework in public procurement, ethics and integrity in public procurement, risk management, innovation, and technology in public procurement. Upon completing this unit, you will possess the knowledge and skills to lead procurement initiatives across diverse organisational settings. You will be equipped to drive innovation, navigate complex landscapes, and contribute to organisational success through ethical and accountable procurement practices.

### Details

Career Level: *Postgraduate*

Unit Level: *Level 8*

Credit Points: *12*

Student Contribution Band: *10*

Fraction of Full-Time Student Load: *0.25*

### Pre-requisites or Co-requisites

There are no requisites for this unit.

Important note: Students enrolled in a subsequent unit who failed their pre-requisite unit, should drop the subsequent unit before the census date or within 10 working days of Fail grade notification. Students who do not drop the unit in this timeframe cannot later drop the unit without academic and financial liability. See details in the [Assessment Policy and Procedure \(Higher Education Coursework\)](#).

### Offerings For Term 1 - 2025

No offerings for MGMT28004

### Attendance Requirements

All on-campus students are expected to attend scheduled classes – in some units, these classes are identified as a mandatory (pass/fail) component and attendance is compulsory. International students, on a student visa, must maintain a full time study load and meet both attendance and academic progress requirements in each study period (satisfactory attendance for International students is defined as maintaining at least an 80% attendance record).

### Website

[This unit has a website, within the Moodle system, which is available two weeks before the start of term. It is important that you visit your Moodle site throughout the term. Please visit Moodle for more information.](#)

## Class and Assessment Overview

### Recommended Student Time Commitment

Each 12-credit Postgraduate unit at CQUniversity requires an overall time commitment of an average of 25 hours of study per week, making a total of 300 hours for the unit.

### Class Timetable

#### [Regional Campuses](#)

Bundaberg, Cairns, Emerald, Gladstone, Mackay, Rockhampton, Townsville

#### [Metropolitan Campuses](#)

Adelaide, Brisbane, Melbourne, Perth, Sydney

### Assessment Overview

#### 1. **Case Study**

Weighting: 30%

#### 2. **Practical Assessment**

Weighting: 30%

#### 3. **Report**

Weighting: 40%

### Assessment Grading

This is a graded unit: your overall grade will be calculated from the marks or grades for each assessment task, based on the relative weightings shown in the table above. You must obtain an overall mark for the unit of at least 50%, or an overall grade of 'pass' in order to pass the unit. If any 'pass/fail' tasks are shown in the table above they must also be completed successfully ('pass' grade). You must also meet any minimum mark requirements specified for a particular assessment task, as detailed in the 'assessment task' section (note that in some instances, the minimum mark for a task may be greater than 50%). Consult the [University's Grades and Results Policy](#) for more details of interim results and final grades.

## CQUniversity Policies

**All University policies are available on the [CQUniversity Policy site](#).**

You may wish to view these policies:

- Grades and Results Policy
- Assessment Policy and Procedure (Higher Education Coursework)
- Review of Grade Procedure
- Student Academic Integrity Policy and Procedure
- Monitoring Academic Progress (MAP) Policy and Procedure – Domestic Students
- Monitoring Academic Progress (MAP) Policy and Procedure – International Students
- Student Refund and Credit Balance Policy and Procedure
- Student Feedback – Compliments and Complaints Policy and Procedure
- Information and Communications Technology Acceptable Use Policy and Procedure

This list is not an exhaustive list of all University policies. The full list of University policies are available on the [CQUniversity Policy site](#).

## Unit Learning Outcomes

**On successful completion of this unit, you will be able to:**

1. Demonstrate advanced proficiency in strategic procurement planning, incorporating private and public sector considerations to align sourcing strategies with organisational objectives
2. Apply ethical standards and transparency principles to procurement processes, ensuring compliance with legal and regulatory frameworks while fostering stakeholder trust and accountability
3. Utilise comprehensive supplier evaluation methodologies and advanced negotiation techniques to effectively manage contracts and mitigate risks throughout the procurement lifecycle
4. Lead innovation within procurement teams by fostering a culture of continuous improvement and technological innovation, balancing value creation with cost efficiencies, and leveraging advanced procurement methods to enhance organisational value.

## Alignment of Learning Outcomes, Assessment and Graduate Attributes



### Alignment of Assessment Tasks to Learning Outcomes

Assessment Tasks	Learning Outcomes			
	1	2	3	4
1 - Case Study - 30%	•	•	•	•
2 - Practical Assessment - 30%		•	•	
3 - Report - 40%	•			•

### Alignment of Graduate Attributes to Learning Outcomes

Graduate Attributes	Learning Outcomes			
	1	2	3	4
1 - Knowledge	◦			
2 - Communication		◦		◦
3 - Cognitive, technical and creative skills	◦		◦	
4 - Research	◦		◦	
5 - Self-management		◦	◦	◦
6 - Ethical and Professional Responsibility	◦	◦		
7 - Leadership		◦	◦	◦
8 - Aboriginal and Torres Strait Islander Cultures		◦		

## Textbooks and Resources

### Textbooks

**There are no required textbooks.**

### IT Resources

**You will need access to the following IT resources:**

- CQUniversity Student Email
- Internet
- Unit Website (Moodle)
- Zoom
- Teams

## Referencing Style

All submissions for this unit must use the referencing style: [American Psychological Association 7th Edition \(APA 7th edition\)](#)

For further information, see the Assessment Tasks.

## Teaching Contacts

**Imran Ali** Unit Coordinator  
[i.ali@cqu.edu.au](mailto:i.ali@cqu.edu.au)

## Schedule

### Week 1 - 10 Mar 2025

Module/Topic	Chapter	Events and Submissions/Topic
Understand the importance of strategic procurement planning in achieving organisational objectives	Module 1: Introduction to Strategic Procurement	Workshop

### Week 2 - 17 Mar 2025

Module/Topic	Chapter	Events and Submissions/Topic
Recognise the significance of ethical standards and transparency in procurement processes	Module 1: Introduction to Strategic Procurement	Workshop

### Week 3 - 24 Mar 2025

Module/Topic	Chapter	Events and Submissions/Topic
Explore supplier evaluation methodologies and negotiation techniques	Module 2: Supplier Evaluation and Negotiation Techniques	Workshop

### Week 4 - 31 Mar 2025

Module/Topic	Chapter	Events and Submissions/Topic
Develop skills to manage contracts and mitigate risks effectively	Module 2: Supplier Evaluation and Negotiation Techniques	Workshop

### Week 5 - 07 Apr 2025

Module/Topic	Chapter	Events and Submissions/Topic
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Understand the role of technology and data analytics in modern procurement practices

Module 3: Technology and Data Analytics in Procurement

Workshop

**Case Study Analysis** Due: Week 5 Friday (11 Apr 2025) 11:45 pm AEST

#### Vacation Week - 14 Apr 2025

Module/Topic	Chapter	Events and Submissions/Topic
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#### Week 6 - 21 Apr 2025

Module/Topic	Chapter	Events and Submissions/Topic
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Learn to integrate cutting-edge technology into procurement strategies

Module 3: Technology and Data Analytics in Procurement

Workshop

#### Week 7 - 28 Apr 2025

Module/Topic	Chapter	Events and Submissions/Topic
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Navigate legal and regulatory frameworks governing private and public sector procurement

Module 4: Legal and Regulatory Frameworks

Workshop

#### Week 8 - 05 May 2025

Module/Topic	Chapter	Events and Submissions/Topic
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Foster stakeholder trust through accountable procurement practices.

Module 4: Legal and Regulatory Frameworks

Workshop

**Simulating Contract Negotiation**  
Due: Week 8 Friday (9 May 2025) 11:45 pm AEST

#### Week 9 - 12 May 2025

Module/Topic	Chapter	Events and Submissions/Topic
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Foster a culture of continuous improvement within procurement teams

Module 5: Continuous Improvement and Innovation

Workshop

#### Week 10 - 19 May 2025

Module/Topic	Chapter	Events and Submissions/Topic
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Identify opportunities for innovation to enhance organisational value.

Module 5: Continuous Improvement and Innovation

Workshop

#### Week 11 - 26 May 2025

Module/Topic	Chapter	Events and Submissions/Topic
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Review and synthesis

Module 6: Review and Application

Workshop

#### Week 12 - 02 Jun 2025

Module/Topic	Chapter	Events and Submissions/Topic
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Review and synthesis

Module 6: Review and Application

Workshop

**Innovative Procurement Plan** Due: Week 12 Friday (6 June 2025) 11:45 pm AEST

#### Review/Exam Week - 09 Jun 2025

Module/Topic	Chapter	Events and Submissions/Topic
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#### Exam Week - 16 Jun 2025

Module/Topic	Chapter	Events and Submissions/Topic
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## Assessment Tasks

### 1 Case Study Analysis

#### Assessment Type

Case Study

#### Task Description

This case study introduces students to procurement challenges, ethical considerations, supplier evaluation methodologies, and strategic negotiation techniques. The evaluation seeks to enhance their capability to critically evaluate procurement situations, design strategic remedies, and oversee procurement contracts efficiently. This assessment will provide students with the ability to further mimic decision-making and risk mitigation, important for navigating both complex private and public procurement settings.

A real-world, complex procurement case study with challenges in both private and public sector procurement will be presented to students. It will also encompass issues around strategic procurement planning, ethical dilemmas, supplier evaluation, negotiation, contract management, and innovation. Students will analyse the case, determine key procurement challenges, and create a strategic procurement plan that addresses these challenges and justifies recommendations. The length of the assessment should comprise 1,500 words (+/- 10%).

**This assessment requires students to adhere to the guidelines on the use of artificial intelligence tools as specified in the Artificial Intelligence Assessment Scale (AIAS) Level 1. Any misuse or lack of disclosure regarding the use of AI tools will be considered a breach of academic integrity. AIAS Level 1 states: The assessment is completed entirely without AI assistance in a controlled environment, ensuring that students rely solely on their existing knowledge, understanding, and skills. You must not use AI at any point during the assessment. You must demonstrate your core skills and knowledge.**

[For further details about the assessment, please refer to the unit's Moodle page.](#)

#### Assessment Due Date

Week 5 Friday (11 Apr 2025) 11:45 pm AEST

A late penalty @ 5% per day applies.

#### Return Date to Students

Week 7 Friday (2 May 2025)

See your result in the Moodle

#### Weighting

30%

#### Assessment Criteria

Your assessment will be marked on the following criteria:

- Analysis of procurement problems in public and private sectors (20%).
- Application of relevant procurement frameworks, literature, and best practices (25%).
- Ability to act ethically, keeping with laws & regulations, with disclosure of procurement (15%).
- Evaluation of literature on industrial buying & its applications (20%).
- Integration of innovative procurement strategy and risk management approach (10%).
- Logical flow, professional writing, and referencing academic sources (10%).

#### Referencing Style

- [American Psychological Association 7th Edition \(APA 7th edition\)](#)

#### Submission

Online

#### Submission Instructions

Submit the script/written assessment in Moodle

#### Learning Outcomes Assessed

- Demonstrate advanced proficiency in strategic procurement planning, incorporating private and public sector considerations to align sourcing strategies with organisational objectives
- Apply ethical standards and transparency principles to procurement processes, ensuring compliance with legal and regulatory frameworks while fostering stakeholder trust and accountability

- Utilise comprehensive supplier evaluation methodologies and advanced negotiation techniques to effectively manage contracts and mitigate risks throughout the procurement lifecycle
- Lead innovation within procurement teams by fostering a culture of continuous improvement and technological innovation, balancing value creation with cost efficiencies, and leveraging advanced procurement methods to enhance organisational value.

## 2 Simulating Contract Negotiation

### Assessment Type

Practical Assessment

### Task Description

This assessment is intended to give students a hands-on experience with contract negotiation as applied to procurement processes. Procurement professionals must have strong negotiation skills to secure favorable terms, manage risks, and foster sustainable supplier relationships. This practical assessment will simulate a real-world contract negotiation scenario, enabling students to apply advanced negotiation techniques, ethical considerations, and strategic decision-making.

Students will participate in a contract negotiation simulation, taking on the role of procurement professionals responsible for negotiating a contract with a supplier. Each participant or group will be provided with a scenario outlining procurement needs, constraints, and organizational goals, requiring them to develop a strategic negotiation plan that incorporates supplier analysis, risk considerations, and compliance criteria. As part of the exercise, students must prepare and execute an organized negotiation meeting, demonstrating effective negotiation strategies and ethical decision-making. Throughout the process, they will document the agreed contract terms and provide a rationale for key decisions made during the negotiation. Upon completion, students will submit a written negotiation report summarizing the negotiation process, strategies employed, and final contract terms. The report should comprise 1,500 words (+/- 10%).

**This assessment requires students to adhere to the guidelines on the use of artificial intelligence tools as specified in the Artificial Intelligence Assessment Scale (AIAS) Level 1. Any misuse or lack of disclosure regarding the use of AI tools will be considered a breach of academic integrity. AIAS Level 1 states: The assessment is completed entirely without AI assistance in a controlled environment, ensuring that students rely solely on their existing knowledge, understanding, and skills. You must not use AI at any point during the assessment. You must demonstrate your core skills and knowledge.**

[For further details about the assessment, please refer to the unit's Moodle page.](#)

### Assessment Due Date

Week 8 Friday (9 May 2025) 11:45 pm AEST

A late penalty @ 5% per day applies.

### Return Date to Students

Week 10 Monday (19 May 2025)

See your result in Moodle

### Weighting

30%

### Assessment Criteria

Your assessment will be marked on the following criteria:

- Effective research conducted ahead of negotiation, risk assessment, and planning (20%).
- Negotiation tactics and persuasive communication (25%).
- Integration of ethical principles and ensuring compliance with legal requirements (15%).
- Procurement risk identification and mitigation in contract terms (20%).
- Logical flow, professional presentation, and evidence-based rationale for contract decisions (10%).
- Evidence of teamwork and stakeholder engagement and participation in the negotiation (10%).

### Referencing Style

- [American Psychological Association 7th Edition \(APA 7th edition\)](#)

### Submission

Online Group

### Submission Instructions

Submit the script/written assessment in Moodle

## Learning Outcomes Assessed

- Apply ethical standards and transparency principles to procurement processes, ensuring compliance with legal and regulatory frameworks while fostering stakeholder trust and accountability
- Utilise comprehensive supplier evaluation methodologies and advanced negotiation techniques to effectively manage contracts and mitigate risks throughout the procurement lifecycle

## 3 Innovative Procurement Plan

### Assessment Type

Report

### Task Description

This assessment is aimed at having students develop creative ways through procurement to increase efficiency, savings, and added value in organisational procurement. It emphasizes the channels for the implementation of innovative technologies to gain visibility with sustainable practices and process improvements to streamline procurement functions. Through this project, students will be able to devise and rationalize creative procurement solutions relevant to a real-world business problem.

Students are required to develop a comprehensive, innovative procurement plan that outlines a procurement-related improvement incorporating technology, sustainability, or process optimization. The plan should begin with the identification of a potential procurement challenge or inefficiency within an organization or industry, followed by a proposed innovative solution that clearly defines specific objectives and anticipated outcomes. To substantiate the innovation, students must justify their approach using procurement theories, industry best practices, or relevant data, demonstrating the uniqueness and effectiveness of the proposed solution. Additionally, the plan should include a risk assessment, ethical considerations, and an evaluation of regulatory compliance to ensure feasibility and adherence to procurement standards. A structured action implementation plan with defined milestones and key performance indicators must be provided to illustrate how the innovation will be executed.

Finally, students will be required to professionally deliver an in-class PowerPoint presentation that highlights the key aspects of the project, effectively communicating their procurement strategy and its potential impact. The written assessment should comprise of 2,000 words (+/- 10%).

This assessment requires students to adhere to the guidelines on the use of artificial intelligence tools as specified in the Artificial Intelligence Assessment Scale (AIAS) Level 1. Any misuse or lack of disclosure regarding the use of AI tools will be considered a breach of academic integrity. AIAS Level 1 states: The assessment is completed entirely without AI assistance in a controlled environment, ensuring that students rely solely on their existing knowledge, understanding, and skills. You must not use AI at any point during the assessment. You must demonstrate your core skills and knowledge.

[For further details about the assessment, please refer to the unit's Moodle page.](#)

### Assessment Due Date

Week 12 Friday (6 June 2025) 11:45 pm AEST

A late penalty @ 5% per day applies.

### Return Date to Students

The result will be released after grade certification

### Weighting

40%

### Assessment Criteria

Your assessment will be marked on the following criteria:

- Clearly define the procurement challenge and justify why it is significant (20%).
- Submit a researched, thorough, and creative procurement innovation (20%).
- Incorporate relevant theories, frameworks, and data to support the proposal (15%).
- Describe compliance, ethical procurement, and potential risks (15%).
- Present a practical, if necessarily high-level, plan for how the project will be put into action (10%).
- Writing must be clear, logical, and referenced appropriately (10%).
- Professional slides that highlight main points and conclusions (10%).

### Referencing Style

- [American Psychological Association 7th Edition \(APA 7th edition\)](#)

### Submission

No submission method provided.



## Learning Outcomes Assessed

- Demonstrate advanced proficiency in strategic procurement planning, incorporating private and public sector considerations to align sourcing strategies with organisational objectives
- Lead innovation within procurement teams by fostering a culture of continuous improvement and technological innovation, balancing value creation with cost efficiencies, and leveraging advanced procurement methods to enhance organisational value.

## Academic Integrity Statement

As a CQUniversity student you are expected to act honestly in all aspects of your academic work.

Any assessable work undertaken or submitted for review or assessment must be your own work. Assessable work is any type of work you do to meet the assessment requirements in the unit, including draft work submitted for review and feedback and final work to be assessed.

When you use the ideas, words or data of others in your assessment, you must thoroughly and clearly acknowledge the source of this information by using the correct referencing style for your unit. Using others' work without proper acknowledgement may be considered a form of intellectual dishonesty.

Participating honestly, respectfully, responsibly, and fairly in your university study ensures the CQUniversity qualification you earn will be valued as a true indication of your individual academic achievement and will continue to receive the respect and recognition it deserves.

As a student, you are responsible for reading and following CQUniversity's policies, including the [Student Academic Integrity Policy and Procedure](#). This policy sets out CQUniversity's expectations of you to act with integrity, examples of academic integrity breaches to avoid, the processes used to address alleged breaches of academic integrity, and potential penalties.

### What is a breach of academic integrity?

A breach of academic integrity includes but is not limited to plagiarism, self-plagiarism, collusion, cheating, contract cheating, and academic misconduct. The Student Academic Integrity Policy and Procedure defines what these terms mean and gives examples.

### Why is academic integrity important?

A breach of academic integrity may result in one or more penalties, including suspension or even expulsion from the University. It can also have negative implications for student visas and future enrolment at CQUniversity or elsewhere. Students who engage in contract cheating also risk being blackmailed by contract cheating services.

### Where can I get assistance?

For academic advice and guidance, the [Academic Learning Centre \(ALC\)](#) can support you in becoming confident in completing assessments with integrity and of high standard.

### What can you do to act with integrity?



**Be Honest**

If your assessment task is done by someone else, it would be dishonest of you to claim it as your own



**Seek Help**

If you are not sure about how to cite or reference in essays, reports etc, then seek help from your lecturer, the library or the Academic Learning Centre (ALC)



**Produce Original Work**

Originality comes from your ability to read widely, think critically, and apply your gained knowledge to address a question or problem