



PROCUREMENT AND MATERIALS MANAGEMENT

Supplier Diversity and Enterprise Development

3 day course

Classroom, online or in-house

Course overview

Procurement is one of the largest levers an organisation has over the economy around it, and supplier diversity programmes fail when they chase a compliance score by placing orders with intermediaries rather than developing capability. This course covers doing it properly. Delegates work through the policy and regulatory drivers, supplier identification and the realistic assessment of a small supplier's capacity, and the contract design that lets a small business actually perform: lot sizing, payment terms and specification. Development support is covered, from mentoring through to access to finance. Fronting and its detection are addressed directly. The course closes on measurement and on the difference between spend placed and capability built.

What you will learn

- Explain the policy and regulatory drivers for supplier diversity
- Identify diverse suppliers and assess capacity realistically
- Design lots, payment terms and specifications a small business can meet
- Provide development support including mentoring and finance access
- Detect and prevent fronting arrangements
- Manage the risk of relying on a developing supplier
- Measure capability built rather than spend placed

Who should attend

- Procurement and enterprise development staff
- Transformation and compliance officers
- Supply chain managers in regulated sectors
- Development agency and programme staff
- Small business owners seeking corporate contracts

Course outline

- 01 Compliance score against capability built
- 02 Policy and regulatory drivers
- 03 Identifying suppliers and assessing capacity
- 04 Lot sizing and specification
- 05 Payment terms and cash flow
- 06 Development support and access to finance
- 07 Fronting and its detection
- 08 Managing delivery risk and measuring outcomes

Upcoming dates

Dates	Venue	Format	Fee per delegate
7 to 9 October 2026	Maputo, Mozambique	Classroom	USD 995
21 to 23 December 2026	Online	Online	R6,500
17 to 19 March 2027	Lagos, Nigeria	Classroom	USD 995
22 to 24 March 2027	Durban, South Africa	Classroom	R14,950



Fees and how to register

This 3 day course is **R6,500** per delegate online, **R14,950** in the classroom in South Africa, Botswana, Namibia, Lesotho and Eswatini, and **USD 995** in the classroom elsewhere in Africa. In-house training is quotation on request. Book 2 or more delegates on this course and save 10%.

To register or request an in-house proposal, visit www.afrisciencegroup.com, email info@afriScience.co.za, or WhatsApp us on **+27 63 479 1136**.

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