

GOVERNANCE & COMPLIANCE | COURSE BROCHURE

Government Contracts and Procurement Compliance

5 days | Classroom training | English

SMART HORIZON

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Course content

Why attend

Companies that sell to government face special rules on bidding, pricing, ethics, records and audits. This course explains compliance obligations in government contracting: procurement rules, conflicts of interest, gifts and lobbying, pricing and cost disclosure, subcontracting, records, audits and consequences of non-compliance.

Breaches in government contracting can lead to debarment and penalties. You will learn to manage public contracts compliantly.

Professional Problems This Course Is Designed to Solve

• Difficulty translating subject knowledge into practical workplace decisions.
• Inconsistent approaches to the activities covered in the course outline.
• Lack of a structured plan for applying and reviewing new skills.

Course methodology

Rule briefings, compliance scenarios, case studies of debarment and audit readiness exercises.

Course objectives

By the end of this course, participants will be able to:
• Explain the rules governing government contracts
• Manage conflicts of interest and contacts with officials
• Comply with pricing and cost disclosure requirements
• Manage subcontractors and flow-down clauses
• Maintain records and prepare for audits
• Respond to compliance issues and investigations

Target audience

This course is suitable for:
• Government contract managers
• Bid and proposal staff
• Compliance officers
• Finance professionals in B2G companies
• Legal staff



Course content

Target competencies

Participants will develop competencies in:

- Regulatory compliance
- Ethics management
- Cost compliance
- Subcontract management
- Audit readiness

Course outline

Day 1: Government Contracting

09:00–10:08	Public procurement rules
10:08–11:00	Supplier obligations
11:00–11:30	**Coffee break**
11:30–11:45	Supplier obligations (continued)
11:45–12:53	Risks
12:53–14:00	Exercise

Day 2: Ethics

09:00–10:08	Conflicts of interest
10:08–11:00	Gifts and lobbying
11:00–11:30	**Coffee break**
11:30–11:45	Gifts and lobbying (continued)
11:45–12:53	Revolving door
12:53–14:00	Scenarios

Day 3: Pricing and Costs

09:00–10:08	Price reasonableness
10:08–11:00	Cost disclosure
11:00–11:30	**Coffee break**



Course content

11:30–11:45	Cost disclosure (continued)
11:45–12:53	Invoicing
12:53–14:00	Workshop

Day 4: Subcontracts and Records

09:00–10:08	Flow-down clauses
10:08–11:00	Records
11:00–11:30	**Coffee break**
11:30–11:45	Records (continued)
11:45–12:53	Audit rights
12:53–14:00	Exercise

Day 5: Issues

09:00–10:08	Investigations
10:08–11:00	Self-reporting
11:00–11:30	**Coffee break**
11:30–11:45	Self-reporting (continued)
11:45–12:53	Debarment
12:53–14:00	Action plan

The timings provided are estimates and may vary depending on the number of participants and the discussions taking place during the sessions. They are indicative only and do not constitute a binding commitment.



Course content

Dates, venues and fees

Current published course plans. Fees are per participant in EUR, excluding unconfirmed taxes.

Venue	Start date	End date	Fee (EUR)
Dubai Confirmed dates	9 Nov 2026	13 Nov 2026	**€3,150.-**
Online Confirmed dates	9 Nov 2026	13 Nov 2026	**€1,250.-**
Rome Confirmed dates	30 Nov 2026	4 Dec 2026	**€2,450.-**
Online Confirmed dates	30 Nov 2026	4 Dec 2026	**€1,250.-**
Istanbul Confirmed dates	4 Jan 2027	8 Jan 2027	**€2,650.-**
Online Confirmed dates	4 Jan 2027	8 Jan 2027	**€1,250.-**
Cape Town Confirmed dates	18 Jan 2027	22 Jan 2027	**€1,890.-**
Online Confirmed dates	18 Jan 2027	22 Jan 2027	**€1,250.-**
Amsterdam Confirmed dates	8 Feb 2027	12 Feb 2027	**€2,540.-**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Online Confirmed dates	8 Feb 2027	12 Feb 2027	**€1,250.–**
Paris Confirmed dates	1 Mar 2027	5 Mar 2027	**€2,860.–**
Online Confirmed dates	1 Mar 2027	5 Mar 2027	**€1,250.–**
Barcelona Confirmed dates	22 Mar 2027	26 Mar 2027	**€2,840.–**
Online Confirmed dates	22 Mar 2027	26 Mar 2027	**€1,250.–**
Dubai Confirmed dates	12 Apr 2027	16 Apr 2027	**€3,150.–**
Online Confirmed dates	12 Apr 2027	16 Apr 2027	**€1,250.–**
Vienna Confirmed dates	26 Apr 2027	30 Apr 2027	**€2,940.–**
Online Confirmed dates	26 Apr 2027	30 Apr 2027	**€1,250.–**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Barcelona Confirmed dates	17 May 2027	21 May 2027	**€2,840.-**
Online Confirmed dates	17 May 2027	21 May 2027	**€1,250.-**
London Confirmed dates	7 Jun 2027	11 Jun 2027	**€2,450.-**
Online Confirmed dates	7 Jun 2027	11 Jun 2027	**€1,250.-**
Cape Town Confirmed dates	28 Jun 2027	2 Jul 2027	**€1,890.-**
Online Confirmed dates	28 Jun 2027	2 Jul 2027	**€1,250.-**
Rome Confirmed dates	19 Jul 2027	23 Jul 2027	**€2,450.-**
Online Confirmed dates	19 Jul 2027	23 Jul 2027	**€1,250.-**
Vienna Confirmed dates	2 Aug 2027	6 Aug 2027	**€2,940.-**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Online Confirmed dates	2 Aug 2027	6 Aug 2027	**€1,250.-**
Rome Confirmed dates	23 Aug 2027	27 Aug 2027	**€2,450.-**
Online Confirmed dates	23 Aug 2027	27 Aug 2027	**€1,250.-**
Cape Town Confirmed dates	13 Sept 2027	17 Sept 2027	**€1,890.-**
Online Confirmed dates	13 Sept 2027	17 Sept 2027	**€1,250.-**
London Confirmed dates	4 Oct 2027	8 Oct 2027	**€2,450.-**
Online Confirmed dates	4 Oct 2027	8 Oct 2027	**€1,250.-**
Kuala Lumpur Confirmed dates	25 Oct 2027	29 Oct 2027	**€1,450.-**
Online Confirmed dates	25 Oct 2027	29 Oct 2027	**€1,250.-**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Frankfurt Confirmed dates	8 Nov 2027	12 Nov 2027	**€2,650.-**
Online Confirmed dates	8 Nov 2027	12 Nov 2027	**€1,250.-**
Dubai Confirmed dates	29 Nov 2027	3 Dec 2027	**€3,150.-**
Online Confirmed dates	29 Nov 2027	3 Dec 2027	**€1,250.-**

Plan your next step

Dates, availability, exact venue, taxes, inclusions and payment terms require written confirmation. This brochure is not a quotation, registration, booking confirmation or visa invitation. Participants receive a Smart Horizon certificate of attendance; programmes are not externally accredited and do not award a professional qualification or designation. Confirm arrangements before booking travel.

For group or in-house training, contact our learning team to discuss your objectives and delivery arrangements.

Contact Smart Horizon

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