

# INTERNATIONAL CERTIFICATION PROGRAM IN STRATEGIC PUBLIC PROCUREMENT – II edition *for Lebanese officials*

OPENING CEREMONY – **October 6<sup>th</sup>, 2025**

**Prof. Gustavo Piga**

Director, International Master in Public Procurement Management

« *Unlock Your Potential in Public Procurement* »

# Congratulations again, 2° class of 2025!

# Do Competences Matter in Public Procurement?

# Waste in public procurement is huge

How much **waste** in **purchases** could be eliminated by bringing “the worse at the level of the best”? “If all public bodies were to pay the same prices as the one at the 10th percentile, sample expenditure would fall by **21%** . . . Since public purchases of goods and services are 8% of GDP, if sample purchases were representative of all public purchases of goods and services, savings would be between **1.6% and 2.1% of GDP!**”

p.s: worldwide phenomenon

**Due to?**  
**Incompetence and/or Corruption**

## Waste in public procurement is huge

How much of this waste is **passive** (inefficiency [and capture from ignorance?]) vs. **active** (corruption)? “On average, at least 82% of estimated waste is passive and that passive waste accounts for the majority of waste in **at least 83%** of our sample public bodies.”

*How Much Public Money Is Wasted, and Why? Evidence from a Change in Procurement Law –*

*Oriana Bandiera, Andrea Prat, Tommaso Valletti, American Economic Review*



EUROPEAN  
COMMISSION

Strasbourg, 3.10.2017  
C(2017) 6654 final

## **COMMISSION RECOMMENDATION**

**of 3.10.2017**

**on the professionalisation of public procurement**

**Building an architecture for the professionalisation of public procurement**

(Text with EEA relevance)

III. **Systems** ... ensuring the availability of **tools** and **processes** to deliver smart procurement, such as: e-Procurement tools, guidelines, manuals, templates and cooperation tools, with corresponding training, support and expertise, **aggregation of knowledge** and **exchange of good practice**.

II. **Human Resources** ... must have the **right qualifications**, training, skills and experience needed for their level of **responsibility**. This means **securing** experienced, skilled and motivated staff, offering the necessary **training** and continuous professional development, as well as developing a **career structure** and **incentives** to make the public procurement function **attractive** and to **motivate** public officers to deliver on strategic outcomes.

I. **Policy** ... Developing the appropriate policy **architecture** for professionalisation: to have a real impact, any professionalisation policy should count on **high level political support**.

## Further (recent) evidence

Most important, there is evidence that professionalization significantly decreases the awarding time by around 8 days on an average of 106 days in the estimation sample, which corresponds to a roughly 7 percent decrease.

*Bank of Italy, Occasional Papers*  
*“Procurement managers and effective tendering:  
The case of Italian public works contracts”*

A state with a neutral rating has almost 30% higher costs per mile than one that rates the DOT employees as “moderately high quality”, all else equal.

*“Procurement and Infrastructure Costs”*  
*NBER Working Paper 31705*



# Connecting the Dots

## 1. Public Procurement Law 244 – Arabic (10 hours)

Explore Lebanon's new Public Procurement Law (PPL) 244/2021, understanding its principles and provisions for achieving governmental policy objectives.

## 2. Legal Background (UNCITRAL, OECD, EU, WTO/GPA) (10 hours)

Grasp global perspectives on regulations, principles, and practices governing public procurement from UNCITRAL, WTO/GPA, OECD, and EU.

## 3. Competition and Procurement (10 hours)

This module introduces students to competition policy and its application to procurement. In particular, we focus on collusion and mergers in procurement markets.

## 4. Sustainable Public Procurement (10 hours)

Explore the strategic role of public procurement in economic growth, environmental protection, and social inclusion, aligning with SDG 12.7.1.

## 5. Contracts Complaints (10 hours)

Stay current on effective complaint handling mechanisms, enhancing efficiency and trust in public procurement, while understanding key player roles.

# Success

- Participants have to undertake the certification exam following the training courses.
- After the training, participants have to complete and submit a work-based assignment.
- Top achievers will be invited to a study visit in Rome and will have the opportunity to take part in institutional visits and the opening ceremony of the International Master in Public Procurement Management at the University of Rome Tor Vergata.

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CONGRATULATIONS AGAIN!

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