



The Institute for Public Procurement

# Learning Lab Series

## Creating Excellence: Learning from Great Procurement Teams

**The essence of teams is working together toward a common goal. What makes a great team?**

We're excited to present this 10-part Learning Lab Series designed around *Seeing Excellence: Learning from Great Procurement Teams* which offers insightful answers to that question. Each Learning Lab is interactive and features presenter, Richard Pennington, CPPO, C.P.M., J.D., and a subject matter expert who share their perspectives on what makes a great team.

### Learning Lab 1: Focus the Team's Purpose

Understand the power of purpose and its central role in leadership and team effectiveness.

**August 12 2PM - 4PM (EDT)**

### Learning Lab 2: Find Opportunities: Practice the Art of the Question

Questions are essential to team engagement and innovation. Learn how to ask effective questions.

**September 16 2PM - 4PM (EDT)**

### Learning Lab 3: Learn from the Stars

Best practices. Benchmarking. What are they and when are they useful?

**October 14 2PM - 4PM (EDT)**

### Learning Lab 4: Step to Their Side Often: Help Mold and Promote the Team

Learn how specific actions taken during a team's lifecycle can improve its prospects for success.

**November 18 2PM - 4PM (EDT)**

### Learning Lab 5: Use Just Enough Structure: Plan, Communicate, Follow-Up

Understand how to move a team from the early establishment of purpose and goals to achievement of objectives.

**December 9 2PM - 4PM (EDT)**

### Learning Lab 6: Use Meaningful Measures of Merit

Measurement is critical to assessing procurement office operations. Learn how to develop an approach to measurement that works for you.

**January 13 2PM - 4PM (EDT)**

### Learning Lab 7: First Ask How? Then Why? Then Decide?

Decision making is a process full of possible errors, get insight on how to identify potential errors and how to reduce them.

**February 17 2PM - 4PM (EDT)**

### Learning Lab 8: Manage Risk and Change

Risk management and change management are two sides of the same coin. Gain an understanding and assess the different business models for risk and change management.

**March 17 2PM - 4PM (EDT)**

### Learning Lab 9: Keep Learning and Make It Stick!

Discover key tools that can make you and your team more effective at learning.

**April 14 2PM - 4PM (EDT)**

### Learning Lab 10: Lead Laterally: Choose to Help

Understand the five behaviors of effective team leaders and distinguish between the dimensions of leadership, from transactional to transformational leadership.

**May 19 2PM - 4PM (EDT)**



### About the Presenter

**Richard Pennington, CPPO, C.P.M., J.D.**

From 2013 to 2018 Richard was general counsel to NASPO ValuePoint, a nonprofit that assists state governments with cooperative procurements. Richard started his Air Force career as a B-52 pilot and later served as a judge advocate

specializing in federal government contracting. At the time of his Air Force retirement, he was Chief of the Air Force Commercial Litigation Division.

He is a former director of the Colorado Division of Finance and Procurement and State Purchasing Director. Richard teaches NIGP's Legal Aspects of Public Purchasing course and authored the new textbook. He has developed NIGP webinars and writes legal columns for various publications. He is also the author of *Seeing Excellence: Learning from Great Procurement Teams*.

Space is limited to 45 participants to provide a hands-on learning experience.

**Register today.**