



# Social Procurement Professional Certificate

- / Create a social value culture within your organization
- / Develop a social procurement policy
- / Implement social procurement best practices
- / For private and public sector procurement

## Course Description

This certificate program has been developed to provide both private and public sector participants with in-depth knowledge of the fundamental components of social procurement success; how to create a social value culture within your organization; steps needed to develop Social Procurement policy; and how to implement social procurement practices into your current RFx processes, to leverage procurement spend to drive more social value.

### **This program is ideal for:**

- Senior government leadership looking to use procurement to improve social value and community outcomes.
- Senior private sector leadership looking to use social value as a competitive advantage and drive business growth
- Procurement staff (public and private) conducting the purchase of goods & services, consulting, construction and IT.
- Mid-level managers aiming to deliver on the social value goals of their organization

### **Workshop Schedule**

The course consists of four 2-hour virtual trainings with interactive hands-on activities and homework.

### **Cost**

\$495

## Course Design

The Social Procurement Professional Certificate is developed by Buy Social Canada in partnership with Sarah Aspinall, the founder of BGSD Consulting Corporation. Sarah's focus is on elevating community benefit through Social & Sustainable Procurement Advisory Services. Formerly the Director, Supply Management at The City of Calgary, she was the program lead and driving force behind the Benefit Driven Procurement project (aka Social Procurement). Prior to joining The City, Sarah held senior leadership positions at Canadian Pacific and ALSTOM.

## Course Outline

### Session 1

#### Module 1: Fundamentals of Social Procurement and

#### Module 2: Building your Social Value Organization through your Supply Chain

##### Module 1

##### Learning Objectives

Participants can describe and summarize what social procurement is, what's happening across the country and why it's important.

##### This module includes

- Defining social procurement
- The theory and background of social procurement
- Community impacts and metrics for measuring social procurement
- Social procurement programs in Canada and internationally

##### Module 2

##### Learning Objectives

Participants will be able to begin to catalyze a change in culture in their organization

##### This module includes

- Building a social value culture
- Aligning social procurement with organizational goals
- Change leadership, communication, and team engagement strategies

## Session 2

### **Module 3: Developing a Social Procurement Policy and Module 4: Construction and Social Procurement**

#### **Module 3**

##### **Learning Objectives**

Participants will develop a social procurement policy statement and a road map to connect your objectives with your purchasing.

##### **This module includes**

- Aligning strategies, priorities, and objectives with a social procurement policy
- Examples of existing social procurement policies
- Review of existing purchasing
- Roadmap design: leveraging a social value from existing purchasing

#### **Module 4**

##### **Learning Objectives**

Participants will understand social procurement in construction and CBAs.

##### **This module includes**

- Introduction to social procurement in construction
- Understanding Community Benefit Agreements
- Understanding the Community Employment Benefit Initiative

## Session 3

### Module 5: Implementing a Social Procurement Policy

#### Learning Objectives

- Participants will be able to recognize the different needs of public and private procurement.
- Participants will be able to apply social value criteria to goods and services RFX and be able to determine appropriate social value weighting for specific procurements.
- Participants will be able to apply the appropriate methodologies adding social value to different types of procurement.

#### This module includes

- A review of the difference between public and private procurement
- A review of trade agreements applicable to public sector procurement
- Identifying strategies for social procurement implementation through bidding processes including RFX language, questionnaires and the weighting and evaluation process

## Session 4

### Module 6: Operationalizing Social Procurement

#### Learning Objectives

- Participants will be able to apply the appropriate methodologies adding social value to different types of procurement.
- Participants will be able to create the supportive ecosystem needed for social procurement success within their organization.

#### This module includes

- Operationalizing social procurement – the steps to action
- Reporting, reviewing, monitoring and measuring the value driven by social procurement practices
- Community engagement and storytelling