

EIPA Helps Vietnam Make Better Use of Competitive Dialogue

How can public sector bodies plan for and run public procurement awards for complex projects, particularly those related to public-private partnerships (PPP) schemes?

EIPA external experts **Michael Burnett** and **Martin Oder** recently ran a two-day workshop for Vietnam's Public Procurement Agency focusing on dialogue and negotiation. The outcomes of the workshop will be of use for the Agency, which is currently in the process of developing its PPP policies and procedures.

'Our workshop helps the Agency to better understand approaches to dialogue and

negotiation in the EU and the challenges of implementing them as a way of helping them decide how to develop their own approaches', – concluded Michael Burnett, EIPA's external expert on Public Procurement and Public Sector Management.

The Agency asked for the workshop after some of its staff attended the open Master Class in Competitive Dialogue and Negotiated Procedures in June and after studying the lessons in Michael Burnett and Martin Oder's book "Competitive Dialogue and Negotiated Procedures – A Practical Guide" (2015) published by EIPA. Since 2010 EIPA, has been offering the Master Class in Competitive Dialogue and Negotiated Procedures. View other Public Procurement courses [here](#).