



Master in Procurement & Contract Management

A systematic approach to procurement and contract management in order to evaluate the applicability and impact of different approaches.



Message From Academic Director



Westford Education Group through Athena Global Education is dedicated to offering our students the highest quality international programs from Europe, the US and other leading countries. We carefully select our partner universities to ensure that each program is fully accredited, internationally recognized, and industry appropriate. Our teaching staff, student support staff, and partner staff are focused on one thing: your success, Success in the classroom and success in your career. And whether you take one of our programs from any of our partner universities you will always have Westford right at your side, helping you along each step of your path to success.

UniAthena has distinguished international faculties educated in renowned universities.

Col (Rtd). Anil Ahluwalia

Academic Director
-UniAthena



Our professors and trainers are excellent in both research and teaching, and they are committed to providing students with a top-rate education. Many of them also have significant corporate experience and serve on corporate management boards. Our reports indicate that our graduates have the functional and industry knowledge they expect from executive education. Our students possess the ability to get things done as effective leaders and as strong team players, not only that they also have the talent to identify and build opportunities. Wishing you an enriching and enjoyable learning experience and success."

We warmly welcome you to Athena Global Education, the new era of education which is affordable, flexible and accessible.

Who We Are

More than a decade of experience in higher education, the Westford Education Group expanded its operation globally significantly. Currently, we educate students from more than 143 countries. Athena Global Education is the latest Ed-Tech venture of the group with an objective to make higher education more accessible and affordable.

Athena Global Education has been established with an objective to fulfill the aspirations of learners with diverse backgrounds from across the globe to attain internationally accredited qualifications and the professional development programs delivered in an easily accessible and affordable manner in the form of online learning. Athena Global Education has a legal presence in UAE, UK and US, and all the learners are legally contracted. The entity operates in UAE as Athena Global Education FZE.



VISION

Our vision is to empower people, the privileged and underprivileged, by providing access to higher education that is effective, affordable and flexible without any boundaries.



MISSION

To provide access to affordable quality higher education for masses across the globe, we will ensure to develop an up-to-date curriculum and deploy the latest technology to develop relevant learning models which are scalable, ensuring accessibility and affordability as the key focus of everything we develop.



VALUES

In upholding our vision, we ensure that the following core values are embedded in the development of the Athena Learning Platform and the courses and programs it supports:

- Accessible
- Accredited
- Flexible
- Affordable
- Stackable

Why UniAthena?

We strive to ensure that learning is seamless and blends with learners' lives.



Flexible Course Delivery

At UniAthena, you are in charge of your learning! You get to decide the pace/duration of your learning based on your financial and time availability. The learning structure is modular, ensuring the pace, effectiveness and momentum of your learning journey. With this byte-sized learning format, you get to learn anywhere, anytime.

Flexible Payment

We are following the 'Pay as you Go' scheme. Students can get enrolled and start learning by making a nominal fee payment and the rest they can pay as they progress through the program.



Personal Tutor Support

In this online program, learners are not on their own. Upon enrolment, every student gets assigned a Personal Tutor who they can reach out to for any academic support.

Accredited and Internationally Recognised Programs

Our programs are developed and delivered in partnership with globally recognized and accredited universities and Reputed Professional Qualification Authorities.



Westford Education Group

Westford Education Group, established in 2009, with an objective to fulfil the aspirations of learners with diverse backgrounds from across the globe to attain internationally-accredited qualifications in the form of on-site and online learning interventions.

Working toward a world where everyone has access to higher education, WEG now stands out winning the confidence of its learners and the community, a result of its steadfast commitment to students' welfare and their success stories.

At Westford, we have come up with an integrated strategy and operational model for the global education. The group's overall mission is "enabling the student of today to become a successful individual of tomorrow"



Course Overview

Highlights of this course are:

This program is delivered completely online, through a combination of pre-recorded lectures followed by extensive learning materials along with dedicated Personal Tutor support. The students gain the flexibility of learning while maintaining access to face time with the tutors through the synchronous live online sessions.

- 60 ECTS 6 modules Masters program from Guglielmo Marconi University, Italy.
- GMU is the First Telematic University to be accredited by the Ministry of Education, Italy.
- Successful learners will be eligible for Master in Procurement and Contract Management from GMU, Italy. Additional Certifications are Postgraduate Diploma from CIQ, UK and a Certified Manager in Procurement and Contract Management from Chartered Management Institute, UK (optional).
- 100% Online with Personal Tutor Support.
- Fee Payment: Pay as You Go Scheme.
- Flexible Duration: You can complete the program between 9-24 months.
- Opportunity to attend the annual convocation conducted by the University at Italy.

Why this Course?

Hones Problem-Solving Skills

The Master in Procurement and Contract Management hones real-world problem-solving and decision-making skills to correctly manage and control the end-to-end project procurement framework and each stage of the contract life cycle. This course also trains you to implement effective strategies to successfully handle suppliers and vendors.

Creates New Revenue

This course will teach you how to avoid costs as well as reduce it, enabling your organisation to achieve a better return on investment. Saving money remains the traditional core of this profession and in addition, you will learn to create new revenue.

Make Informed Decisions

This course will help you to make informed purchasing decisions in your organization and potentially avert a reputational and environmental catastrophe. With every campaign and subsequent commitment or law put into place, procurement and contract managers can help drive through compliance. This benefits both the organization and the planet.

Certification included in this course

- Master in Procurement and Contract Management issued by Guglielmo Marconi University, Italy.
- Postgraduate Diploma in Procurement and Contracts Management issued by Cambridge International Qualifications, UK.
- Certified Manager in Procurement and Contract Management issued by Chartered Management Institute, UK. (Optional)



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"UniAthena's flexibility and platform allowed me to do it according to my available time"

"I am happy to have taken the MBA in General Management. This has many positive aspects, the course has content that combines theory and practical applications. Uniathena's flexibility and platform allowed me to do it according to my available time. And the support of my advisor, Argha, during my dissertation was sensational. I would like to leave my recommendation for other people seeking an MBA. This will add knowledge and content to support their professions".

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Cesar Henrique Jendrieck

Regional Service Engineering
Director – APAC MEA
Electrolux
Singapore

**MBA in General
Management
Batch 2021**

How you Learn

We have developed a learning pedagogy which ensures that the students will be able to learn the course successfully, regardless of whether the student is a beginner or an expert

Video Classes

The well-developed customised online video lessons designed by our faculty will lay the foundation for your learning.



Text Learning Contents

Multi-level learning resources developed by our faculty, including relevant journal articles, case studies, quizzes and others will enhance your learning experience. These will help you get a multidimensional perspective on the topics in the units.



Collaborative Learning

Discussion Forum, webinars, business scenario presentations, and debates will extend your learning beyond the curriculum and open a new world before you.



Online Library

You get unlimited access to the online library which consists of a large collection of books, journals, articles, white papers, videos, case studies and other publications.



Personal Tutor

One-to-one personal tutor meetings will clarify your doubts and also provide guidance on your assignments.



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"I never believed I was missing a lot in my educational career until I joined Athena"

Athena Global Education, you are incredible. I never believed I was missing a lot in my educational career until I joined Athena, one of the highest quality global educational institution the world has ever produced. An institution where you have a flexibility in your online studies, affordable fees and payment methods, friendly and supportive mentors and above all, with Athena you are assured of completing your course with quality certificates.

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Emmanuel Amara Vandí Fomba

National Coordinator
Nation Builder's CM
Network
Sierra Leone

PGCPM 2020 Batch

Guglielmo Marconi University

Guglielmo Marconi University (GMU) is based in Rome, Italy, and is recognized by the Ministerial Decree of March 1, 2004. GMU's main campuses are based in Rome and are located around the Prati and Vatican neighborhoods. Currently, GMU has more than 16,000 students enrolled in graduate and postgraduate programs, 300 faculty members, and a team of 200 expert advisors.

The central administrative offices, studios, academic departments, and the majority of the university facilities are situated on the main campus. GMU distinguishes itself through its operational blended format, which combines online and traditional academic programs. This format provides students with a valuable experience both online and offline, by preserving face-to-face interactions with professors, seminars, and lessons within the athenaeum and granting access to intranet and institutional resources.

Since 1999, Italian universities have abided by the 'Bologna Process', launched with the Bologna Declaration of 1999 and defined by the European Higher Education Area (EHEA). In relation to this reform, the university is a system organized into 3 cycles: bachelor's degrees, master's degrees, and doctorates in different schools.



Unimarconi
LA PRIMA UNIVERSITÀ
DIGITALE ITALIANA

Cambridge International Qualifications

Cambridge International Qualifications (CIQ), UK is a professional awarding body based in the United Kingdom. CIQ is founded on the vision of helping individual learners and employers in attaining quality accredited awards. With centers across the Middle East, Europe and the African region, CIQ is a proud certification partner for more than 100 organizations and has a progression pathway with some of the leading universities across the world.

CIQ offers credit-rated programs under Scottish Credit Qualification Framework (SCQF) through the credit rating agency Scottish Qualification Authority which enables the student to attain UK-regulated qualifications. Apart from the credit-rated programs, CIQ also offers stand-alone professional diploma and certification programs which have been developed based on the current need of the industry. CIQ also partnered with NCFE-UK (Northern Council for Further Education) and TQUK (Training Qualifications, UK) for joint

CIQ has gained a reputation for the high-quality support services provided to the education sector. It works with schools, colleges, universities, and corporate bodies as well as Government agencies to provide relevant, effective, and flexible programs. Their qualification and assessment framework is up-to-date, result oriented and meets the defined values as per international standards. CIQ qualifications are approved for progression to higher qualifications offered by International Universities around the globe.

The CIQ qualification and assessment framework have been developed in consultation with leaders from various corporate bodies, government agencies, and universities around the world. CIQ programmes are frequently assessed to enhance quality and ensure they are relevant for the rapidly changing global market as well as career opportunities for ambitious individuals. The CIQ Qualification and assessment framework is available throughout the world and may be accessed via their “Approved Centre Network”.



CAMBRIDGE
INTERNATIONAL
QUALIFICATIONS

Modules

Module Name	Credits (ECTS)
Procurement & Contract Management	8 ECTS
Operations Management	8 ECTS
Strategic Supply Chain & Logistics Management	8 ECTS
Advanced Procurement & Contract Management	8 ECTS
Supply Chain & Logistics in Global Context	8 ECTS
Research Methods & Methodology	8 ECTS
Capstone Project	12 ECTS



Module Description

Module Name: Procurement & Contract Management

Level: EQF Level 7

Credits: 8 ECTS

You learn procurement positioning, purchasing, pricing decisions, and the importance of procurement management



Module Name: Operations Management

Level: EQF Level 7

Credits: 8 ECTS

The module will provide you with an introduction to a broad range of operations problems, tools, and knowledge facing managers working in modern organizations.

Module Name: Strategic Supply Chain & Logistics Management

Level: EQF Level 7

Credits: 8 ECTS

This module supports strategic decision-makers as well as operational managers to manage successful logistics across their business.



Module Name: Advanced Procurement & Contract Management

Level: EQF Level 7

Credits: 8 ECTS

You learn about the integration of procurement and supply chain, procurement positioning, measurement, and final considerations.

Module Name: Supply Chain & Logistics in Global Context

Level: EQF Level 7

Credits: 8 ECTS

This module supports strategic decision-makers in international and domestic markets to manage successful logistics across their business.



Module Name: Research Methods & Methodology

Level: EQF Level 7

Credits: 8 ECTS

To explore the main research paradigms within the field of management research and to critically understand the methods of quantitative and qualitative data collection and analysis.

Module Name: Capstone Project

Level: EQF Level 7

Credits: 12 ECTS

This module will teach students to create a usable data product through which they can integrate, synthesize, and demonstrate all their data science knowledge in a multi-faceted way to potential employers. Projects will be drawn from real-world situations.



Assessment

Each module will be assessed through a combination of formative and summative assessments. Formative assessment will follow a continuous assessment strategy which will include weekly assessments, business case presentations, group discussions etc., followed by a final project for each module. Research and dissertation will be supported by a guide appointed by Athena Global Education and the student is expected to submit an extensive report of 12,000 words. At this stage, students will have the option to choose a business project instead of a dissertation.

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"Thanks to faculty members at Athena, the learning has been convenient and systematic even with packed personal routines."

With my daily routine being packed with a day job at one of the most reputed banks in the UAE, and my passion to pursue a Coaching license in Football, I was unsure whether I would be able to manage the MBA program. But thanks to the faculty members of Athena, the journey until now has been convenient and systematic.

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Muhammed Ramees

Senior Support Officer
Abu Dhabi Commercial Bank
UAE

IMBA 2020 Batch

Eligibility Criteria

Academic Route

A Bachelor's Degree from an accredited university (or academic equivalent) in any subject.

Mature Entry Route

If you don't have a Bachelor's degree, you can apply through our mature entry route. You'll need to provide evidence of 5 years (Minimum) of relevant managerial work experience, along with certificates of your highest diplomas/degrees/professional certifications and an updated resume. Applications are assessed on a case-by-case basis. Please send these details to admissions@uniathena.com. Applicants should be 23 years of age or above. Admission through Mature Entry Route will be subject to the discretion of the Athena Global Education and the respective Awarding Bodies/Universities.

English Language Proficiency

If you are not a native speaker, you should have an appropriate English proficiency level, e.g. an IELTS score of 5.5 or equivalent in all bands or possess a bachelor's degree delivered and assessed in English, or proof of work experience in an English-speaking environment.



Fee & Charges

Fixed Plan

Registration Fees	\$500 (To Start With The Course)
Course Fee	\$2800 (To Be Paid Upon A Monthly Basis, \$350 Per Month, Total 8 Installments)
PGD CIQ Certification Fee	\$300 (On Completion Of Course)
Degree Certification Fee	\$1000 (To Be Paid Upon Successful Completion Of The Program)
Total Fee	\$4600
CMI Certification Fees	\$300 (Optional)

Flexible Plan

Module Fee	\$3000 (500 Per Module, Total 6 Modules)
Capstone Project Fee	\$1300 (To Be Paid In 2 Installments Of \$650 each)
PGD CIQ Certification Fee	\$300 (On Completion Of Course)
Degree Certification Fee	\$1000 (To Be Paid Upon Successful Completion Of The Program)
Total Fee	\$5600
CMI Certification Fees	\$300 (Optional)

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ATHENA GLOBAL EDUCATION

MIDDLE EAST

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