

uniathena

Master in Procurement and Contract Management



Unimarconi
LA PRIMA UNIVERSITÀ
DIGITALE ITALIANA



CAMBRIDGE
INTERNATIONAL
QUALIFICATIONS



Chartered
Management
Institute

uniathena



Awarding Body
accredited by the Ministry
of Education, Italy



**Affordable, pay-per-
module** fee structure



Globally recognized
Triple Certification
program



Personal Tutor Support
for every learner



**Flexible, fully online
delivery** – learn at your
pace



Industry interface
through **live webinars**

Shaping Strategic Procurement Professionals for a Global Marketplace


Advance your career with UniAthena's **Master in Procurement and Contract Management**—a flexible, fully online program designed to equip professionals with essential skills in procurement, contract negotiation, and supply chain management in today's fast-paced business environment.

Offered in collaboration with **Guglielmo Marconi University (Italy)**, this program is complemented by certifications from **Cambridge International Qualifications (UK)** and the **Chartered Management Institute (UK)**. The triple-certified Master in Procurement and Contract Management equips you with the expertise to manage procurement processes, negotiate contracts, and optimize supplier relationships, preparing you to excel in global procurement and contract management roles.



Pursue an **Master in Procurement and Contract Management** from the Comfort of Your Home.

Message From Academic Director



Westford Education Group, through UniAthena, is committed to offering learners the highest quality international programs from Europe, the US, and other leading countries. We carefully select our partner universities to ensure every program is fully accredited, internationally recognized, and industry-appropriate. Our dedicated teaching and support staff focus on one goal: your success—both in the classroom and in your career. With UniAthena, you always have committed support throughout your educational journey.

Our distinguished international faculty combine academic excellence with real-world corporate experience, ensuring you graduate ready to lead and innovate. We warmly welcome you to UniAthena, the new era of affordable, flexible, and accessible learning.

**Col (Rtd).
Anil Ahluwalia**

Academic Director
UniAthena

Who We Are

who we are
who we are
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UniAthena is an online higher education provider offering flexible and affordable learning solutions. Our vision is to make quality higher education available to all, empowering people from all walks of life through flexible and cost-effective learning opportunities.

As the latest venture of the Westford Education Group, UniAthena is on a high-growth trajectory in the dynamic ed-tech space, building on over a decade of expertise in higher education. With our reach extending to over 143 countries, we provide globally recognized Master, Doctoral programs, Postgraduate Certificates, and Free Short Courses, all developed in collaboration with renowned European universities and qualification bodies.

UniAthena's mission is to help learners from diverse backgrounds achieve internationally accredited qualifications and professional growth through accessible, fully online programs. We have a legal presence in the UAE, UK, and India. The entity operates in the UAE as Athena Global Education FZE.

Westford Education Group

Westford Education Group was established in 2009, with an objective to fulfill 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 learners' welfare and their success stories.

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



Why Choose UniAthena?



Flexible Learning:

Choose between fixed or flexible schedules and bite-sized online modules—perfect for busy professionals. This allows you to balance your education with personal and work commitments seamlessly.

Affordable Payment Plan:

Pay-per-module and easy installment options (no hefty upfront fees—spread your investment comfortably). This financial flexibility makes advancing your career accessible without straining your budget.



Personal Tutor Support:

Dedicated personal tutors support your academic journey every step of the way. They provide tailored guidance, address your questions promptly, and help keep you motivated throughout the program.

University Accreditation:

Learn with a truly international ecosystem, partnering with prestigious universities and awarding bodies. Your qualifications will be respected globally, opening doors to advanced career opportunities worldwide.



World-Class Faculty:

Be guided by expert instructors and mentors with strong academic foundations and hands-on industry experience across supply chain strategy, operations, procurement, contract management, and global logistics. Their practical exposure ensures you gain application-ready expertise in sourcing, materials management, strategic purchasing, research methods, and performance-driven procurement leadership.



Program Overview

UniAthena's Master in Procurement and Contract Management

empowers you to lead strategic sourcing, high-value negotiations, and contract governance that deliver measurable business impact from day one.

You'll gain the expertise to excel in roles such as Sourcing Manager, Contract Specialist, or Procurement Analyst, where every decision shapes organizational efficiency, profitability, and competitive advantage. Beyond managing supplier relationships, you'll master contract negotiations, optimize supply chains, and implement risk and compliance strategies that safeguard business value. By blending practical skills with strategic thinking, this journey equips you to lead procurement functions confidently and make decisions that influence long-term growth across industries.

Program Overview

- This **90 ECTS Master program** is offered in partnership with **Guglielmo Marconi University, Italy**.
- **Guglielmo Marconi University is accredited by the Ministry of Education, Italy**, a member of the Bologna Process in the European Higher Education Area (EHEA), and is **NARIC-approved**.
- Learners also earn a **Postgraduate Diploma in Procurement & Contract Management from CIQ, UK**, and an **Optional CMI, UK Certified Supply Chain Management Professional** credential.
- This program is crafted with a practitioner's perspective, combining theoretical learning with application-based assessments and a final Capstone Project, where learners tackle real-world procurement and contract challenges.
- Gain actionable insights to lead supplier negotiations, optimize procurement strategies, manage contracts, mitigate risk, and enhance operational efficiency across global supply chains.
- Receive a one-year complimentary **Affiliate Membership with CMI**.
- Learners may attend the university's annual convocation in Italy.



Program
Overview

Why This Course



Procurement Leadership, Redefined:

Move beyond transactional purchasing into strategic roles where you design procurement policies, optimize supply chains, and negotiate contracts that deliver measurable business value.

Industry-Relevant Expertise:

The curriculum is shaped around global procurement practices, covering supplier evaluation, contract law, negotiation tactics, and compliance standards, so learners graduate with skills that directly match industry demands.

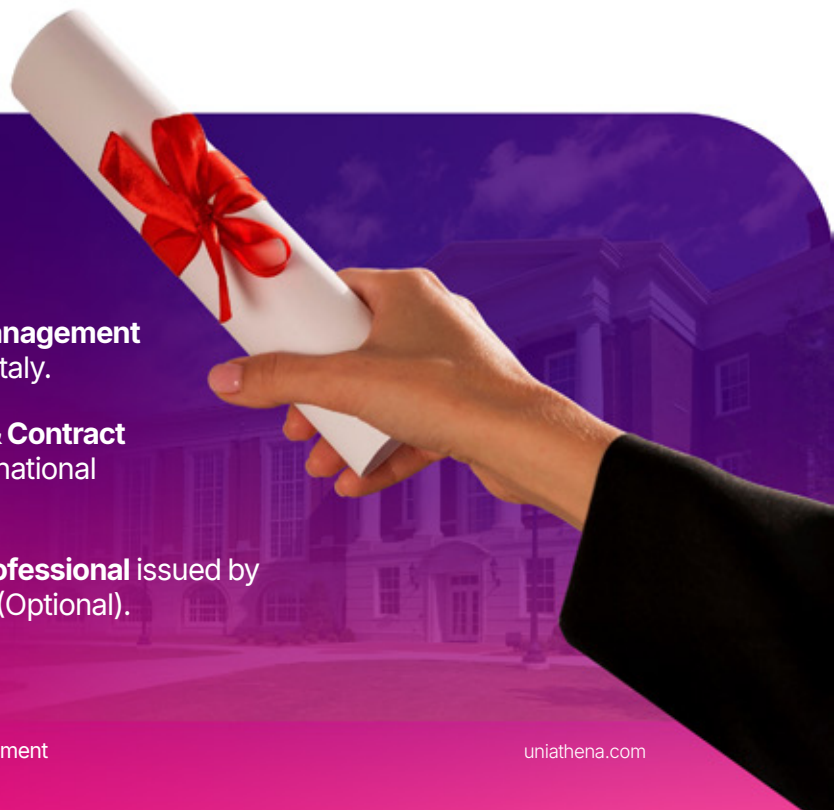


Built for Real-World Impact:

From supplier risk analysis to contract lifecycle management and sustainable sourcing, every module emphasizes applied learning, enabling learners to turn procurement theory into an actionable business advantage.

Triple Certification

- **Master in Procurement and Contract Management** issued by Guglielmo Marconi University, Italy.
- **Postgraduate Diploma in Procurement & Contract Management** issued by Cambridge International Qualifications, UK.
- **Certified Supply Chain Management Professional** issued by the Chartered Management Institute, UK (Optional).



How you Learn

We provide a rich learning environment that fosters collaboration, innovation, and personal growth. Engage with a scientifically developed learning pedagogy that ensures a quality and effective journey for the learners. Enjoy a seamless learning experience tailored to your level of expertise on the subject matter.

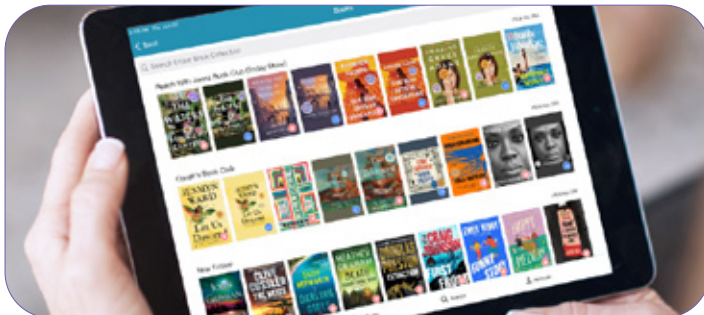
Video Classes

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



Personal Tutor

One-to-one personal tutor meetings will clarify your doubts and also guide your assignments.



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.

Collaborative Learning

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

We offer webinars with industry leaders and career development workshops to help you build your professional network and advance your career.



Program Structure

Modules Overview

Module No	Module Type	Module Name	ECTS Equivalent
Part A			
1	Core	Strategic Supply Chain and Logistics Management	10
2	Core	General Management	10
3	Core	Operations Management	10
4	Core	Mid Term Project	10
5	Elective	Supply Chain & Logistics in Global Context	10
		Material Management	
6	Core	Procurement & Contract Management	10
7	Core	Advanced Procurement & Contract Management	10
Part B			
1	Core	Research Methods	8
2	Core	Capstone Project	12
Total Credits			90

Module Description



Strategic Supply Chain and Logistics Management

Level: EQF Level 7
Credits: 10 ECTS

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



General Management

Level: EQF Level 7
Credits: 10 ECTS

This module covers essential general management concepts, including theories, stakeholder management, and change management, providing practical insights for real-world application.



Operations Management

Level: EQF Level 7
Credits: 10 ECTS

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



Midterm Project

Level: EQF Level 7
Credits: 10 ECTS

This module develops learners' analytical, problem-solving, and decision-making skills through an individual mid-term project that applies business theories to real-world challenges across key functional areas.



Supply Chain & Logistics in Global Context (Elective 1)

Level: EQF Level 7
Credits: 10 ECTS

This module equips strategic decision-makers to effectively manage logistics and drive business success in both international and domestic markets.

Module Description



Material Management (Elective 2)

Level: EQF Level 7
Credits: 10 ECTS

This module provides master level expertise in Materials Management. It defines the role of the Materials Manager and explores the processes involved in daily operations. The module further equips the learner to supplement an effective supply chain network.



Procurement & Contract Management

Level: EQF Level 7
Credits: 10 ECTS

This module covers procurement positioning, purchasing, pricing decisions, and the significance of effective procurement management.



Advanced Procurement & Contract Management

Level: EQF Level 7
Credits: 10 ECTS

Explore the integration of procurement and supply chain, procurement positioning, performance measurement, and strategic considerations in this comprehensive module.



Research Methods

Level: EQF Level 7
Credits: 8 ECTS

This module emphasizes research ethics, empowering learners to address ethical considerations and enable independent research using quantitative and qualitative techniques.



Capstone Project

Level: EQF Level 7
Credits: 12 ECTS

This module will teach learners 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 Method

Each module is evaluated through a blend of formative and summative assessments. These assessments, along with reflective exercises, are designed to align with the intended learning outcomes of each module, encouraging continuous personal, professional, and academic development.

The final research element, including the Capstone Project, will be conducted under the guidance of a supervisor appointed by UniAthena. Learners are required to submit a comprehensive Capstone Project report of approximately 12,000 words, demonstrating their ability to apply theoretical knowledge to practical and research-based contexts.

Admissions & Eligibility

Entry Routes

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 the Mature Entry Route will be subject to the discretion of the UniAthena and the respective Awarding Bodies/Universities. Applicants admitted to the program via the Mature Entry Route are required to obtain their Postgraduate Diploma Certificates as a mandatory step.

English 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.



Fees & Payment Plans

Fixed Plan

Registration Fees	\$ 500 (To Start With The Course)
Course Fee	\$ 3800 (To Be Paid on A Monthly Basis, \$380 Per Month, Total 10 Installments)
PGD-CIQ Certification Fee	\$ 300 (On Completion Of Course Modules)
Course Certification Fee	\$ 1000 (To Be Paid Upon Successful Completion Of The Program)
Total Fee	\$ 5600
CMI Certificate Fee	\$ 300 (Optional)

Flexible Plan

Module Fee	\$4300 (\$530 per Module for the first 7 Modules, \$590 for the 8th Module)
Capstone Project Fee	\$ 1000 (To Be Paid In 2 Installments Of \$500 Each)
PGD-CIQ Certification Fee	\$ 300 (On Completion Of Course Modules)
Course Certification Fee	\$ 1000 (To Be Paid Upon Successful Completion Of The Program)
Total Fee	\$ 6600
CMI Certification Fee	\$ 300 (Optional)

Testimonial

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Anushka Dewansingh

Procurement Specialist
Independent

**Master in
Procurement
and Contract
Management
Batch 2022**

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“I cannot thank UniAthena enough for helping me on my journey to achieve yet another educational goal in my life.”

UniAthena has given me a chance to discover about the online Master in Procurement and Contract Management programme. I'm already applying the learnings from the programme to my current job, and I am thankful to the UniAthena platform for this opportunity to enhance my knowledge and sharpen my skills. The learning materials and the lectures were very insightful. I had the pleasure of having a good personnel tutor during my journey to completing the Master in Procurement and Contracts Management. I was a bit anxious about an online program, but with the guidance of my tutor, I completed the modules successfully. I cannot thank UniAthena enough for helping me on my journey to achieve yet another educational goal in my life.

International Advantage

Study remotely, Graduate in Italy:

Attend the prestigious GMU convocation in Rome as a UniAthena graduate. Join a diverse, global network and benefit from international recognition of your credentials.



Our Esteemed Academic and Professional Affiliations

Guglielmo Marconi University, Italy



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 neighbourhoods. Currently, GMU has more than 16,000 learners 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 learners 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 the 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 degrees, and doctorates in different schools.



Cambridge International Qualifications, UK



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 the Scottish Credit Qualification Framework (SCQF) through the credit rating agency Scottish Qualifications Authority, which enables the learner 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 needs of the industry. CIQ also partnered with NCFE-UK (Northern Council for Further Education) and TQUK (Training Qualifications, UK) for joint certification for the courses developed by CIQ. 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 has 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".



Chartered Management Institute, UK



Chartered Management Institute, backed by Royal Charter, is the only Chartered body dedicated to promoting the highest standards in management and leadership excellence. CMI's management qualifications are recognized throughout the UK and Europe and provide a progressive framework that enables one to develop and broaden management skills. Their qualifications are designed in consultation with employers to meet today's demands, and therefore, it is valued by them.

Their certification is flexible. One can study locally via their 600+ approved centres or through a Distance Learning

Provider. Their resources are designed specifically for the qualification to ensure that the learner has the correct support and free access to all key membership services for the duration of their study. Practical help whenever you need it; tools and techniques to save time and stress; new ways to enhance your professional reputation; qualifications that show the world you mean business – that's what CMI is all about.



How to **Apply**



Register
for a free 7-day trial on
the UniAthena **Master
in Procurement and
Contract Management**



Submit
your online enrollment
application.



Begin
your Master course
once your admission is
approved and the first
payment is completed.

Contact & **Next Steps**

Ready to advance your career in

Master in Procurement and Contract Management

with UniAthena?

Begin your journey to toward
**Global Leadership and
Managerial Excellence today.**

APPLY NOW

They chased
their dreams.

**Now it's
your turn.**

uniathena

ATHENA GLOBAL EDUCATION

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