

FREE INFORMATION
General suppliers should make use of a consultation platform to get the required information.



PROMOTIONAL ITEMS

How talent can build business relationships

For a company to be awarded a contract, they should have expertise which is found in talented workers, Sarah Aanyu writes.

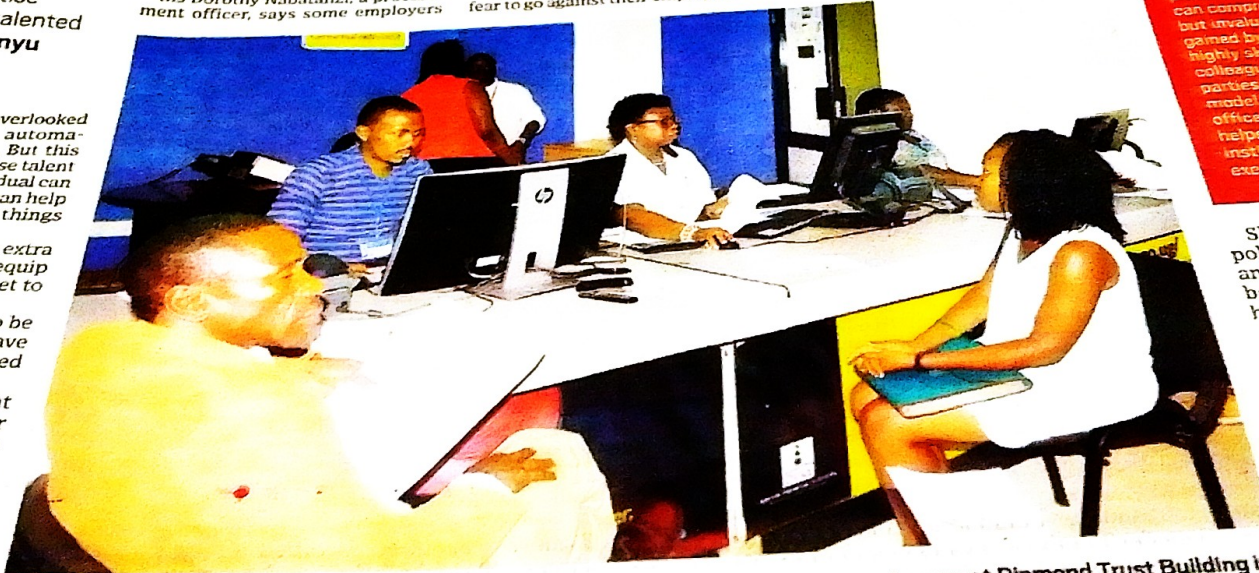
open to learning from others other than thinking that they know more. Ms Dorothy Nabatanzi, a procurement officer, says some employers

may feel threatened by someone who has more talent than them. "In most cases such employees will fear to go against their employers' in-

structions even when they know that something better than what the boss wants can be done in a project," says Ms Nabatanzi.

MENTORSHIP

High-potential staff can become high performers by learning both the mechanics and the art of the procurement trade. Anyone can comprehend a process but invaluable learning can be gained by working alongside highly skilled teachers, mentors, colleagues, and trusted third parties in an apprenticeship model. Top chief procurement officers often cite mentors who helped shape their careers and instill the importance of strong execution.



Uganda Revenue Authority Commissioner General Doris Akol leads staff in serving customers at Diamond Trust Building in Kampala last month. Talent can be developed through team work. FILE PHOTO

She advises such employees to politely speak to their bosses about anything they think is right to avoid being blamed for what you could have done perfectly.

She further advises employers to manage such employees because they can guarantee them outstanding performance; hence winning more contracts.

Talent can also be developed through team work where each person has something unique to offer. Mr Deogracious Okou, a human resource officer at Educate Uganda, says most companies value employees with talent.

Human talent can be overlooked in preference for automation in procurement. But this should not be the case because talent is an essential asset an individual can have in procurement. Talent can help your firm accomplish many things with ease.

Employers will have to go the extra mile of training employees to equip them with the necessary skills set to crack procurement deals.

In most cases for a company to be awarded a contract, they should have expertise which is found in talented workers.

Mr Patrick Ebinu, a procurement officer, says people should use their talents to build business relationships because that is what procurement entails.

"Sometimes people fail to use their talents because of fear to go against their bosses who may look at it as offensive especially when they are going against them," says Mr Ebinu.

He advises those with talent to be