Local Content, Supplier Development and Industrialisation

GExperts Learning Academy | EX-068 | EX | 2 days

Course overview

2 days EX programme focused on Local Content, Supplier Development and Industrialisation, using energy-sector cases and applied decisions.

Designed for: Learners appropriate to the stated programme level

Learning outcomes

- Explain core principles and terminology for Local Content, Supplier Development and Industrialisation.
- Interpret an applied case using evidence and stated assumptions.
- Identify risks, safeguards, role boundaries and escalation points.
- Prepare a clear recommendation for a multidisciplinary audience.

Course guide

Work through each module objective, lesson and teaching note, complete the applied activity and assessment, then use the separate Academy practice page for practice questions and answer feedback.

Separate practice questions:
https://www.globalexpertsconsultoria.com/training/academy/courses/questions/?course=EX-068

Academic and certification status

Draft learning resource for study and review. It does not confer accreditation, external certification, a regulated qualification, professional licence, safety-critical competence or site authorisation. Confirm approvals, current laws, standards, approved procedures and awarding-body requirements before delivery.

Module 1: Local content and national value

Learning objectives

- Explain local content and national value, interpret a case, select appropriate controls and justify a documented decision.

Lessons

1. Purpose and key terms of Local content and national value
2. Systems and operating context
3. Evidence, assumptions and decision gates
4. Hazards, safeguards and escalation
5. Applied case: Local Content, Supplier Development and Industrialisation

Detailed teaching notes

Teaching notes

Core explanation. Local content can include employment, skills, supplier participation and durable industrial capability. Distinguish domestic ownership, local expenditure and actual value retained locally. A purchase from a locally registered importer may contain little domestic production.

Decision logic. Measure outcomes with a defined boundary, baseline and evidence. Avoid assuming a proposed policy target is current law. Supplier development must protect quality and safety while building realistic capacity and fair access.

Worked example. A fictional USD 1 million local invoice contains USD 850,000 imported equipment and USD 150,000 local services.

Facilitator prompts. Ask learners to distinguish verified facts from assumptions, identify who has decision authority, name stop-work triggers and state what evidence could change their recommendation. Compare technical, HSE, commercial and community perspectives.

Activity. Calculate the local-service share and propose more meaningful indicators.

Model answer guide. Fifteen percent in this simplified boundary; employment, skills and retained value need separate evidence.

Assessment evidence. Score accuracy (30%), use of evidence (20%), safeguards (20%), analysis (20%) and communication (10%).

Applied activity

Calculate the local-service share and propose more meaningful indicators.

Assessment

Formative: 10-question practice quiz with answer feedback

Summative: Applied decision brief or practical case assessed against the rubric; proposed pass mark 70%, subject to academic approval.

Practice

Use the separate Academy practice questions and answer key page for this module.

Module 2: Skills gaps and workforce development

Learning objectives

- Explain skills gaps and workforce development, interpret a case, select appropriate controls and justify a documented decision.

Lessons

1. Purpose and key terms of Skills gaps and workforce development
2. Systems and operating context
3. Evidence, assumptions and decision gates
4. Hazards, safeguards and escalation
5. Applied case: Local Content, Supplier Development and Industrialisation

Detailed teaching notes

Teaching notes

Core explanation. A skills plan compares future tasks with existing competence, training capacity and realistic deployment timing. Occupation counts differ from competence requirements. Separate short awareness training, trade qualification, supervised experience and authorisation for a role.

Decision logic. Use employer-validated task profiles and assess prior learning fairly. Include instructor capacity, workshops, placements and inclusion barriers. Forecast jobs as scenarios rather than guarantees. Measure deployment and demonstrated capability, not enrolment alone.

Worked example. A project needs ten technicians but only six candidates meet the required prior trade foundation.

Facilitator prompts. Ask learners to distinguish verified facts from assumptions, identify who has decision authority, name stop-work triggers and state what evidence could change their recommendation. Compare technical, HSE, commercial and community perspectives.

Activity. Create a staged development plan with bridging, assessment and supervised placement.

Model answer guide. Identify prerequisites, capacity, funding, evidence and contingency rather than promising rapid certification for all.

Assessment evidence. Score accuracy (30%), use of evidence (20%), safeguards (20%), analysis (20%) and communication (10%).

Applied activity

Create a staged development plan with bridging, assessment and supervised placement.

Assessment

Formative: 10-question practice quiz with answer feedback

Summative: Applied decision brief or practical case assessed against the rubric; proposed pass mark 70%, subject to academic approval.

Practice

Use the separate Academy practice questions and answer key page for this module.

Module 3: Supplier qualification and development

Learning objectives

- Explain supplier qualification and development, interpret a case, select appropriate controls and justify a documented decision.

Lessons

1. Purpose and key terms of Supplier qualification and development
2. Systems and operating context
3. Evidence, assumptions and decision gates
4. Hazards, safeguards and escalation
5. Applied case: Local Content, Supplier Development and Industrialisation

Detailed teaching notes

Teaching notes

Core explanation. Supplier readiness combines legal identity, technical capability, HSE, quality, finance and delivery capacity. Prequalification is a screening stage, not an award guarantee. SMEs need clear evidence requirements and realistic package sizes.

Decision logic. Diagnose gaps and agree measurable development actions. Keep conflict-of-interest controls and transparent evaluation. A supplier can be ready for one package but not another; capability is scope-specific. Avoid treating registration on a portal as proof of competence.

Worked example. A small firm has strong fabrication skill but no traceable material-control process for the proposed package.

Facilitator prompts. Ask learners to distinguish verified facts from assumptions, identify who has decision authority, name stop-work triggers and state what evidence could change their recommendation. Compare technical, HSE, commercial and community perspectives.

Activity. Create a supplier improvement plan with evidence and milestones.

Model answer guide. Include material traceability, qualified personnel, quality records and capacity checks matched to scope.

Assessment evidence. Score accuracy (30%), use of evidence (20%), safeguards (20%), analysis (20%) and communication (10%).

Applied activity

Create a supplier improvement plan with evidence and milestones.

Assessment

Formative: 10-question practice quiz with answer feedback

Summative: Applied decision brief or practical case assessed against the rubric; proposed pass mark 70%, subject to academic approval.

Practice

Use the separate Academy practice questions and answer key page for this module.

Module 4: Procurement and supplier qualification

Learning objectives

- Explain procurement and supplier qualification, interpret a case, select appropriate controls and justify a documented decision.

Lessons

1. Purpose and key terms of Procurement and supplier qualification
2. Systems and operating context
3. Evidence, assumptions and decision gates
4. Hazards, safeguards and escalation
5. Applied case: Local Content, Supplier Development and Industrialisation

Detailed teaching notes

Teaching notes

Core explanation. Procurement translates a defined need into sourcing, evaluation, award and contract management. Separate mandatory eligibility, technical acceptance and commercial comparison. Clear specifications and evaluation criteria should exist before bids are opened.

Decision logic. Manage conflicts, confidentiality and fair treatment. Lowest price may not be lowest evaluated cost if quality, delivery and lifecycle support differ. Document decisions and follow delegated authority; this classroom exercise awards no real contracts.

Worked example. A low bid excludes offshore mobilisation while another includes it.

Facilitator prompts. Ask learners to distinguish verified facts from assumptions, identify who has decision authority, name stop-work triggers and state what evidence could change their recommendation. Compare technical, HSE, commercial and community perspectives.

Activity. Normalise three fictional bids and prepare an evaluation recommendation.

Model answer guide. Compare like-for-like scope, clarify exclusions and include risk with an auditable decision basis.

Assessment evidence. Score accuracy (30%), use of evidence (20%), safeguards (20%), analysis (20%) and communication (10%).

Applied activity

Normalise three fictional bids and prepare an evaluation recommendation.

Assessment

Formative: 10-question practice quiz with answer feedback

Summative: Applied decision brief or practical case assessed against the rubric; proposed pass mark 70%, subject to academic approval.

Practice

Use the separate Academy practice questions and answer key page for this module.

Module 5: Petroleum policy and institutional governance

Learning objectives

- Explain petroleum policy and institutional governance, interpret a case, select appropriate controls and justify a documented decision.

Lessons

1. Purpose and key terms of Petroleum policy and institutional governance
2. Systems and operating context
3. Evidence, assumptions and decision gates
4. Hazards, safeguards and escalation
5. Applied case: Local Content, Supplier Development and Industrialisation

Detailed teaching notes

Teaching notes

Core explanation. Policy sets objectives, institutions assign authority, and governance creates accountability for decisions and resources. Explain government, regulator and state enterprise roles conceptually without asserting an unverified current Namibian structure.

Decision logic. Separate commercial participation from regulatory judgement and manage conflicts transparently. Define decision rights, disclosure, assurance and challenge. A strong governance design includes implementation capacity and an audit trail, not just an organisation chart.

Worked example. A fictional institution both promotes investment and evaluates its own project compliance, creating a conflict to manage.

Facilitator prompts. Ask learners to distinguish verified facts from assumptions, identify who has decision authority, name stop-work triggers and state what evidence could change their recommendation. Compare technical, HSE, commercial and community perspectives.

Activity. Draft a responsibility matrix and conflict-management controls.

Model answer guide. Identify segregated decisions, independent review, declarations and public accountability where applicable.

Assessment evidence. Score accuracy (30%), use of evidence (20%), safeguards (20%), analysis (20%) and communication (10%).

Applied activity

Draft a responsibility matrix and conflict-management controls.

Assessment

Formative: 10-question practice quiz with answer feedback

Summative: Applied decision brief or practical case assessed against the rubric; proposed pass mark 70%, subject to academic approval.

Practice

Use the separate Academy practice questions and answer key page for this module.

Module 6: Local Content, Supplier Development and Industrialisation: Data a

Learning objectives

- Explain local content, supplier development and industrialisation: data and performance, interpret a case, select appropriate controls and justify a documented decision.

Lessons

1. Purpose and key terms of Local Content, Supplier Development and Industrialisation: Data and Performance
2. Systems and operating context
3. Evidence, assumptions and decision gates
4. Hazards, safeguards and escalation
5. Applied case: Local Content, Supplier Development and Industrialisation

Detailed teaching notes

Teaching notes

Core explanation. Local Content, Supplier Development and Industrialisation: Data and Performance describes a practical part of Local Content, Supplier Development and Industrialisation. Learners connect the principles to asset performance, people, operational risk, project value and local context.

Decision logic. Review the objective, evidence, limits, interfaces and applicable controls for local content, supplier development and industrialisation: data and performance. Decisions require current information, role-appropriate authority, competent review and documented assumptions.

Worked example. Use an applied Namibia-relevant case in which a team plans local content, supplier development and industrialisation: data and performance while balancing safety, integrity, schedule, cost, environmental protection and local capability.

Facilitator prompts. Ask learners to distinguish verified facts from assumptions, identify who has decision authority, name stop-work triggers and state what evidence could change their recommendation. Compare technical, HSE, commercial and community perspectives.

Activity. Prepare a decision brief for local content, supplier development and industrialisation: data and performance: scope, evidence, assumptions, hazards, safeguards, owner, decision gate and escalation trigger.

Model answer guide. A sound response defines scope; uses current, traceable evidence; applies approved requirements and controls; records assumptions; assigns competent owners; checks interfaces; and communicates a measurable decision with an escalation path.

Assessment evidence. Score accuracy (30%), use of evidence (20%), safeguards (20%), analysis (20%) and communication (10%).

Applied activity

Prepare a decision brief for local content, supplier development and industrialisation: data and performance: scope, evidence, assumptions, hazards, safeguards, owner, decision gate and escalation trigger.

Assessment

Formative: 10-question practice quiz with answer feedback

Summative: Applied decision brief or practical case assessed against the rubric; proposed pass mark 70%, subject to academic approval.

Practice

Use the separate Academy practice questions and answer key page for this module.

Module 7: Local Content, Supplier Development and Industrialisation: Applie

Learning objectives

- Explain local content, supplier development and industrialisation: applied case, interpret a case, select appropriate controls and justify a documented decision.

Lessons

1. Purpose and key terms of Local Content, Supplier Development and Industrialisation: Applied Case
2. Systems and operating context
3. Evidence, assumptions and decision gates
4. Hazards, safeguards and escalation
5. Applied case: Local Content, Supplier Development and Industrialisation

Detailed teaching notes

Teaching notes

Core explanation. Local Content, Supplier Development and Industrialisation: Applied Case describes a practical part of Local Content, Supplier Development and Industrialisation. Learners connect the principles to asset performance, people, operational risk, project value and local context.

Decision logic. Review the objective, evidence, limits, interfaces and applicable controls for local content, supplier development and industrialisation: applied case. Decisions require current information, role-appropriate authority, competent review and documented assumptions.

Worked example. Use an applied Namibia-relevant case in which a team plans local content, supplier development and industrialisation: applied case while balancing safety, integrity, schedule, cost, environmental protection and local capability.

Facilitator prompts. Ask learners to distinguish verified facts from assumptions, identify who has decision authority, name stop-work triggers and state what evidence could change their recommendation. Compare technical, HSE, commercial and community perspectives.

Activity. Prepare a decision brief for local content, supplier development and industrialisation: applied case: scope, evidence, assumptions, hazards, safeguards, owner, decision gate and escalation trigger.

Model answer guide. A sound response defines scope; uses current, traceable evidence; applies approved requirements and controls; records assumptions; assigns competent owners; checks interfaces; and communicates a measurable decision with an escalation path.

Assessment evidence. Score accuracy (30%), use of evidence (20%), safeguards (20%), analysis (20%) and communication (10%).

Applied activity

Prepare a decision brief for local content, supplier development and industrialisation: applied case: scope, evidence, assumptions, hazards, safeguards, owner, decision gate and escalation trigger.

Assessment

Formative: 10-question practice quiz with answer feedback

Summative: Applied decision brief or practical case assessed against the rubric; proposed pass mark 70%, subject to academic approval.

Practice

Use the separate Academy practice questions and answer key page for this module.

Module 8: Local Content, Supplier Development and Industrialisation: Comm

Learning objectives

- Explain local content, supplier development and industrialisation: communication and escalation, interpret a case, select appropriate controls and justify a documented decision.

Lessons

1. Purpose and key terms of Local Content, Supplier Development and Industrialisation: Communication and Escalation
2. Systems and operating context
3. Evidence, assumptions and decision gates
4. Hazards, safeguards and escalation
5. Applied case: Local Content, Supplier Development and Industrialisation

Detailed teaching notes

Teaching notes

Core explanation. Local Content, Supplier Development and Industrialisation: Communication and Escalation describes a practical part of Local Content, Supplier Development and Industrialisation. Learners connect the principles to asset performance, people, operational risk, project value and local context.

Decision logic. Review the objective, evidence, limits, interfaces and applicable controls for local content, supplier development and industrialisation: communication and escalation. Decisions require current information, role-appropriate authority, competent review and documented assumptions.

Worked example. Use an applied Namibia-relevant case in which a team plans local content, supplier development and industrialisation: communication and escalation while balancing safety, integrity, schedule, cost, environmental protection and local capability.

Facilitator prompts. Ask learners to distinguish verified facts from assumptions, identify who has decision authority, name stop-work triggers and state what evidence could change their recommendation. Compare technical, HSE, commercial and community perspectives.

Activity. Prepare a decision brief for local content, supplier development and industrialisation: communication and escalation: scope, evidence, assumptions, hazards, safeguards, owner, decision gate and escalation trigger.

Model answer guide. A sound response defines scope; uses current, traceable evidence; applies approved requirements and controls; records assumptions; assigns competent owners; checks interfaces; and communicates a measurable decision with an escalation path.

Assessment evidence. Score accuracy (30%), use of evidence (20%), safeguards (20%), analysis (20%) and communication (10%).

Applied activity

Prepare a decision brief for local content, supplier development and industrialisation: communication and escalation: scope, evidence, assumptions, hazards, safeguards, owner, decision gate and escalation trigger.

Assessment

Formative: 10-question practice quiz with answer feedback

Summative: Applied decision brief or practical case assessed against the rubric; proposed pass mark 70%, subject to academic approval.

Practice

Use the separate Academy practice questions and answer key page for this module.

Module 9: Local Content, Supplier Development and Industrialisation: Knowl

Learning objectives

- Explain local content, supplier development and industrialisation: knowledge check, interpret a case, select appropriate controls and justify a documented decision.

Lessons

1. Purpose and key terms of Local Content, Supplier Development and Industrialisation: Knowledge Check
2. Systems and operating context
3. Evidence, assumptions and decision gates
4. Hazards, safeguards and escalation
5. Applied case: Local Content, Supplier Development and Industrialisation

Detailed teaching notes

Teaching notes

Core explanation. Local Content, Supplier Development and Industrialisation: Knowledge Check describes a practical part of Local Content, Supplier Development and Industrialisation. Learners connect the principles to asset performance, people, operational risk, project value and local context.

Decision logic. Review the objective, evidence, limits, interfaces and applicable controls for local content, supplier development and industrialisation: knowledge check. Decisions require current information, role-appropriate authority, competent review and documented assumptions.

Worked example. Use an applied Namibia-relevant case in which a team plans local content, supplier development and industrialisation: knowledge check while balancing safety, integrity, schedule, cost, environmental protection and local capability.

Facilitator prompts. Ask learners to distinguish verified facts from assumptions, identify who has decision authority, name stop-work triggers and state what evidence could change their recommendation. Compare technical, HSE, commercial and community perspectives.

Activity. Prepare a decision brief for local content, supplier development and industrialisation: knowledge check: scope, evidence, assumptions, hazards, safeguards, owner, decision gate and escalation trigger.

Model answer guide. A sound response defines scope; uses current, traceable evidence; applies approved requirements and controls; records assumptions; assigns competent owners; checks interfaces; and communicates a measurable decision with an escalation path.

Assessment evidence. Score accuracy (30%), use of evidence (20%), safeguards (20%), analysis (20%) and communication (10%).

Applied activity

Prepare a decision brief for local content, supplier development and industrialisation: knowledge check: scope, evidence, assumptions, hazards, safeguards, owner, decision gate and escalation trigger.

Assessment

Formative: 10-question practice quiz with answer feedback

Summative: Applied decision brief or practical case assessed against the rubric; proposed pass mark 70%, subject to academic approval.

Practice

Use the separate Academy practice questions and answer key page for this module.

Module 10: Local Content, Supplier Development and Industrialisation: Comp

Learning objectives

- Explain local content, supplier development and industrialisation: competence review, interpret a case, select appropriate controls and justify a documented decision.

Lessons

1. Purpose and key terms of Local Content, Supplier Development and Industrialisation: Competence Review
2. Systems and operating context
3. Evidence, assumptions and decision gates
4. Hazards, safeguards and escalation
5. Applied case: Local Content, Supplier Development and Industrialisation

Detailed teaching notes

Teaching notes

Core explanation. Local Content, Supplier Development and Industrialisation: Competence Review describes a practical part of Local Content, Supplier Development and Industrialisation. Learners connect the principles to asset performance, people, operational risk, project value and local context.

Decision logic. Review the objective, evidence, limits, interfaces and applicable controls for local content, supplier development and industrialisation: competence review. Decisions require current information, role-appropriate authority, competent review and documented assumptions.

Worked example. Use an applied Namibia-relevant case in which a team plans local content, supplier development and industrialisation: competence review while balancing safety, integrity, schedule, cost, environmental protection and local capability.

Facilitator prompts. Ask learners to distinguish verified facts from assumptions, identify who has decision authority, name stop-work triggers and state what evidence could change their recommendation. Compare technical, HSE, commercial and community perspectives.

Activity. Prepare a decision brief for local content, supplier development and industrialisation: competence review: scope, evidence, assumptions, hazards, safeguards, owner, decision gate and escalation trigger.

Model answer guide. A sound response defines scope; uses current, traceable evidence; applies approved requirements and controls; records assumptions; assigns competent owners; checks interfaces; and communicates a measurable decision with an escalation path.

Assessment evidence. Score accuracy (30%), use of evidence (20%), safeguards (20%), analysis (20%) and communication (10%).

Applied activity

Prepare a decision brief for local content, supplier development and industrialisation: competence review: scope, evidence, assumptions, hazards, safeguards, owner, decision gate and escalation trigger.

Assessment

Formative: 10-question practice quiz with answer feedback

Summative: Applied decision brief or practical case assessed against the rubric; proposed pass mark 70%, subject to academic approval.

Practice

Use the separate Academy practice questions and answer key page for this module.

Facilitator close-out and resources

Facilitator close-out

Record attendance, assessment evidence, learner support needs, incidents and improvement actions according to approved provider processes. Do not sign learners off for regulated or safety-critical work without the authorised assessment and certification route.

Resources and references

- Supplied GExperts/IUM reference materials; verify reuse rights and currentness.
- Current applicable Namibian legislation, standards and approved site procedures supplied by the provider.
- Case worksheet and instructor slides must be produced and reviewed before course release.