



Consulting and Training | Reach New Heights

Course Name

In-Country Value

Sector Name

Finance, Accounting and Banking

Document Type

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Course Introduction

Currently, big organizations in the Middle-East region have been taking the game to the next level, since many countries have introduced and are evolving overarching regulatory frameworks (so-called In-Country Value schemes, ICV) to promote local employment and investments as well as economic development.

Concepts regarding ICV

This training course is designed to provide participants with the fundamental concepts regarding ICV, including the strategy, structure, planning, calculation, evaluation, and implementation process.

Interactive techniques

The course uses a mix of interactive techniques, such as brief presentations by the consultant, case studies, live demonstrations of sampling methodologies, and group exercises to apply the knowledge acquired throughout the course.



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Target Audience

- ✓ Practitioners in quality and audits
- ✓ Senior members and managers of organisations who need to understand the significance of training employees on quality management
- ✓ Quality team members
- ✓ Professionals aspiring to undertake a quality-related certification
- ✓ Construction project owners
- ✓ Design consultants
- ✓ Construction contractors
- ✓ Architects
- ✓ Non-engineering construction professionals

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Learning Objectives

- ✓ Gain a comprehensive understanding of what ICV is.
- ✓ Understand ICV Strategy, Structure, and Work groups
- ✓ Discuss the Tender Process within the ICV context
- ✓ Understand the ICV plan and implementation process
- ✓ Obtain the necessary skills to evaluate tenders

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Course Outline

✓ 01 DAY ONE

Aims and Definitions

- ✓ Awareness of global local content
- ✓ Background of ICV
- ✓ Overview of ICV standardization
- ✓ Why is ICV important to you?
- ✓ Is an ICV certificate mandatory?

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Course Outline

✓ 02 DAY TWO

Staying competitive in an ICV region

- ✓ Key Aspects of In-Country Value (ICV) Certificate
- ✓ Focused Areas of ICV Program
- ✓ Arranging training programs for UAE nationals to increase the skills and expertise of the local workforce.
- ✓ Promoting CAPEX and OPEX development plans to attract foreign investment in the UAE.
- ✓ Developing long-term relationships with suppliers.
- ✓ Calculation of ICV Score
- ✓ Exports
- ✓ Revenue
- ✓ Third-Party Spend
- ✓ Investment
- ✓ Goods Manufactured
- ✓ Job opportunities for UAE nationals

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Course Outline

✓ **03 DAY THREE**

Integration of ICV in tendering

- ✓ ICV ITT Questionnaire
- ✓ ICV ITT Exhibit/Articles
- ✓ Contract Weightings
- ✓ Evaluating the ICV Plan
- ✓ ICV Monitoring and Reporting
- ✓ Role of Contract Engineers and Contract Holders/Owners
- ✓ Adopting ICV Standard

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Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
April 26, 2027	April 28, 2027	3 days	3250.00 \$	UAE , Dubai
Aug. 30, 2027	Sept. 1, 2027	3 days	3250.00 \$	UAE , Abu Dhabi
March 15, 2027	March 17, 2027	3 days	4950.00 \$	USA , Los Angeles
Dec. 28, 2026	Dec. 30, 2026	3 days	3250.00 \$	UAE , Abu Dhabi

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