



TRAINING TRIBAL CULTURAL COMPETENCE

How to Teach Procurement to Your Vendors

December 7–9, 2026 • Las Vegas, Nevada

WORKSHOP PURPOSE

A practical train-the-trainer workshop that helps Tribal professionals translate procurement, compliance, sovereignty, and cultural expectations into clear vendor education. Participants will build strategies and tools for teaching vendors how to successfully do business with Tribal organizations.

LEARNING OBJECTIVES

- Explain how Tribal sovereignty, governance, culture, and community priorities influence procurement and vendor relationships.
- Translate procurement and compliance requirements into clear, practical language vendors can understand and apply.
- Distinguish Tribal procurement policies from applicable federal requirements, including key concepts under 2 CFR Part 200.
- Teach vendors expectations related to competition, ethics, documentation, contracts, invoicing, and performance.
- Recognize common vendor mistakes and use culturally responsive communication to prevent or correct problems.
- Design a repeatable vendor procurement orientation or training program for use within a Tribal organization.

TRAINING AGENDA

TIME	SESSION
MONDAY, DECEMBER 7, 2026 UNDERSTANDING THE TRIBAL PROCUREMENT ENVIRONMENT	
9:00–9:30 a.m.	Welcome, Introductions & Setting Expectations Workshop overview, participant introductions, organizational challenges, and learning expectations.
9:30–10:30 a.m.	Tribal Cultural Competence: What Vendors Need to Understand Tribal sovereignty, Tribal governments, community relationships, cultural differences, organizational protocols, and why there is no single model for working with Tribal Nations.
10:30–10:45 a.m.	Break

TIME	SESSION
10:45 a.m.–12:00 p.m.	Sovereignty Meets Procurement How sovereignty affects purchasing, contracting, policies, decision-making, jurisdiction, Tribal preference, sovereign immunity, and vendor relationships.
12:00–1:00 p.m.	Lunch
1:00–2:15 p.m.	Procurement Without the Alphabet Soup Teaching competition, procurement methods, quotes, bids, proposals, cost and price, responsibility, responsiveness, documentation, and contracts in plain language.
2:15–2:30 p.m.	Break
2:30–3:30 p.m.	Tribal Rules, Federal Rules & “Whose Rule Is It Anyway?” Understanding Tribal policies, funding requirements, grants, contracts, and federal requirements, including an introduction to 2 CFR Part 200.
3:30–4:15 p.m.	Activity: Lost in Translation Translate procurement and compliance language into simple explanations vendors can understand and apply.
4:15–4:30 p.m.	Day One Wrap-Up & Lessons Learned

TUESDAY, DECEMBER 8, 2026 | TEACHING VENDORS HOW TO SUCCEED

9:00–9:15 a.m.	Day One Review & Day Two Kickoff
9:15–10:30 a.m.	The Vendor Survival Guide to Tribal Procurement What vendors need to know before responding to an opportunity: registrations, solicitations, deadlines, communication protocols, documentation, pricing, insurance, licensing, and contract expectations.
10:30–10:45 a.m.	Break
10:45 a.m.–12:00 p.m.	Federal Dollars Come With Rules Allowable costs, documentation, competition, conflicts of interest, contract provisions, monitoring, records, and accountability.
12:00–1:00 p.m.	Lunch
1:00–2:00 p.m.	Ethics, Conflicts & “But We’ve Always Done It This Way” Gifts, conflicts of interest, relationships, favoritism concerns, confidentiality, communication boundaries, and accountability.
2:00–2:15 p.m.	Break
2:15–3:15 p.m.	When Good Vendors Go Bad: Managing Vendor Performance Poor performance, unauthorized changes, invoices, documentation failures, scope creep, communication breakdowns, and corrective action.
3:15–4:00 p.m.	Activity: Procurement Gone Wrong Analyze realistic Tribal procurement scenarios, identify what went wrong, and develop a strategy for educating the vendor.
4:00–4:30 p.m.	Building Better Vendor Relationships Building professional relationships based on expectations, communication, consistency, accountability, and respect.

WEDNESDAY, DECEMBER 9, 2026 | BUILDING YOUR VENDOR TRAINING PROGRAM

9:00–9:15 a.m.	Day Two Review & Final Day Kickoff
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TIME	SESSION
9:15–10:00 a.m.	From Procurement Expert to Trainer Adult learning fundamentals, simplifying technical information, identifying what vendors need to know, and avoiding information overload.
10:00–10:45 a.m.	Building Your Vendor Orientation Create a repeatable program covering Tribal culture, procurement expectations, compliance, communication, invoicing, documentation, and performance.
10:45–11:00 a.m.	<i>Break</i>
11:00–11:40 a.m.	Capstone Activity: Teach the Vendor Develop and deliver a short vendor-training segment using a realistic Tribal procurement scenario.
11:40 a.m.–12:00 p.m.	Action Planning, Commitments & Closing Identify immediate steps for implementing or strengthening vendor education within your organization.