



TECHNICAL LEARNING AND ASSESSMENT DOSSIER

Technical Tendering under the Most Economically Advantageous Tender Criterion - Course + certificate

Course + certificate

780,00 €

VAT excluded

Course code

OEPV-TENDER-COURSE

Minimum duration

240 min

Final pass score

80%

Dossier issue

13/10/2026

1. Course identity, purpose and scope

Operational course to analyse tender rules and specifications, build a compliance matrix, develop verifiable technical content, manage improvements and award criteria, and submit a coherent, traceable offer without unsustainable commitments.

This extended technical dossier describes the pathway as published in CIWZ Academy on the issue date. It consolidates purpose, references, learning architecture, module contents, assessment system, passing criteria and certificate conditions. It does not replace the official texts of the standards, laws, guidelines or schemes referenced.

2. Normative, regulatory and technical references

Italian Legislative Decree 36/2023 as amended, in particular Article 108; applicable annexes; mandatory CAM where relevant; principles of transparency, equal treatment, proportionality and result

References are used as the learning and assessment framework within the limits of published content and available sources. For professional application, the official and current versions of the referenced documents always prevail.

3. Learning architecture and assessment system

- 10 structured learning modules
- minimum tracked time: 240 min
- intermediate-check bank: 160 questions
- active final-exam bank: 100 questions
- final exam: 30 questions selected from the bank
- passing threshold: 80%
- Access to the pathway through the personal Academy profile or a corporate assignment.
- Sequential study of the modules, with server-side recording of progress and required minimum time.

- Intermediate checks linked to modules to verify understanding, application capability and quality of reasoning.
- Final exam unlock only after the pathway requirements have been completed.
- Protected final exam assembled by the platform through selection from the active course question bank.
- Recording of the result and, where applicable, the option to request the final certificate.

4. Official catalogue technical information

Purpose

Operational course to analyse tender rules and specifications, build a compliance matrix, develop verifiable technical content, manage improvements and award criteria, and submit a coherent, traceable offer without unsustainable commitments.

References

Italian Legislative Decree 36/2023 as amended, in particular Article 108; applicable annexes; mandatory CAM where relevant; principles of transparency, equal treatment, proportionality and result

Mode

Structured online learning with intermediate checks, minimum tracked study time and protected final assessment.

Certificate

The CIWZ certificate records successful completion of the CIWZ pathway or assessment. It does not replace third-party personnel certification, professional qualification, licence or credential where required.

5. Detailed course syllabus

The following syllabus is derived from the active modules published on the platform. Each module shows its minimum study time and the size of its available intermediate-check bank.

01 Coordinated reading of tender documents

Minimum time: 24 min | Intermediate questions: 16

02 Requirement-criterion-evidence matrix

Minimum time: 24 min | Intermediate questions: 16

03 Technical proposal strategy

Minimum time: 24 min | Intermediate questions: 16

04 Methodology, organization and resources

Minimum time: 24 min | Intermediate questions: 16

05 Improvements, variants and proposal limits

Minimum time: 24 min | Intermediate questions: 16

06 CAM, award criteria and sustainability

Minimum time: 24 min | Intermediate questions: 16

07 Schedule, KPIs and risk management

Minimum time: 24 min | Intermediate questions: 16

08 Technical writing and verifiability of commitments

Minimum time: 24 min | Intermediate questions: 16

09 Final review, exclusions and clarification mechanisms

Minimum time: 24 min | Intermediate questions: 16

10 Tender preparation simulation

Minimum time: 24 min | Intermediate questions: 16

6. Developed module-by-module contents

The following pages analytically describe the content actually associated with each platform module. The structure is designed so that learners, companies, HR, Quality, HSE or CISO functions can understand precisely what is studied and assessed.

MODULE 01**Coordinated reading of tender documents**

- Minimum required time: 24 min
- Available intermediate-check bank: 16 questions

1. Module objective

Module 1 addresses Coordinated reading of tender documents within the “Technical Tendering under the Most Economically Advantageous Tender Criterion” pathway. The goal is not rote learning: learners must identify the applicable requirement or criterion, translate it into an operational decision, identify necessary evidence and assess the quality of the outcome.

2. Normative framework and criteria

Pathway references: Italian Legislative Decree 36/2023 as amended, in particular Article 108; applicable annexes; mandatory CAM where relevant; principles of transparency, equal treatment, proportionality and result. The training material provides an applied interpretation and does not replace official texts. In case of conflict, amendment or transition, the current legal act, controlled official standard and applicable scheme/programme rules prevail.

3. Operational method

- Define scope, boundaries, accountability and expected result before choosing the solution.
- Separate legal, contractual, voluntary and internal requirements.
- Set verifiable criteria in advance: thresholds, documents, measures, owners and review method.
- Collect sufficient and relevant evidence, triangulating documents, data, observation and interviews.
- Control deviations and exceptions through justification, authorization, duration, residual-risk control and follow-up verification.

4. Application to Coordinated reading of tender documents

Decision quality depends on linking the technical criterion to the real context. A formally correct solution may be ineffective if interfaces, timing, input data, accountability, change and operating conditions are ignored. The professional should make the reasoning reconstructable: observed fact, applied criterion, assessment, decision, evidence and effectiveness check.

5. Evidence and controls

- approved, version-controlled documents aligned with actual practice;
- records showing who decided, on which information and with which checks;
- quantitative or qualitative data comparable over time with declared source and method;
- supplier, project or third-party controls where results depend on the value chain;
- follow-up reviews demonstrating effectiveness, not merely completion.

6. Errors to avoid

Critical errors include documentary-only conformity, use of standard wording without case-specific reasoning, selective evidence, absence of criteria before decisions and closing actions without measuring effectiveness. A certificate, declaration or label must never be treated as automatic proof of every requirement: scope, validity and

relevance must be checked.

7. Applied case

Scenario: during a project review, the requirement concerning “Coordinated reading of tender documents” was managed through established practice but without measurable criteria and with incomplete evidence. The responsible person must avoid both a paper-only fix and indiscriminate suspension. The requirement must be reconstructed, risk assessed, a proportionate measure defined, evidence completed and effectiveness checked.

8. Mastery checklist

- Can I explain the topic without relying on memorized definitions?
- Can I distinguish requirement, verification criterion and evidence?
- Can I identify insufficient evidence even when a document exists?
- Can I select a measure proportionate to risk and context?
- Can I justify a conclusion so that another competent person can reconstruct it?

MODULE 02**Requirement-criterion-evidence matrix**

- Minimum required time: 24 min
- Available intermediate-check bank: 16 questions

1. Module objective

Module 2 addresses Requirement-criterion-evidence matrix within the “Technical Tendering under the Most Economically Advantageous Tender Criterion” pathway. The goal is not rote learning: learners must identify the applicable requirement or criterion, translate it into an operational decision, identify necessary evidence and assess the quality of the outcome.

2. Normative framework and criteria

Pathway references: Italian Legislative Decree 36/2023 as amended, in particular Article 108; applicable annexes; mandatory CAM where relevant; principles of transparency, equal treatment, proportionality and result. The training material provides an applied interpretation and does not replace official texts. In case of conflict, amendment or transition, the current legal act, controlled official standard and applicable scheme/programme rules prevail.

3. Operational method

- Define scope, boundaries, accountability and expected result before choosing the solution.
- Separate legal, contractual, voluntary and internal requirements.
- Set verifiable criteria in advance: thresholds, documents, measures, owners and review method.
- Collect sufficient and relevant evidence, triangulating documents, data, observation and interviews.
- Control deviations and exceptions through justification, authorization, duration, residual-risk control and follow-up verification.

4. Application to Requirement-criterion-evidence matrix

Decision quality depends on linking the technical criterion to the real context. A formally correct solution may be ineffective if interfaces, timing, input data, accountability, change and operating conditions are ignored. The professional should make the reasoning reconstructable: observed fact, applied criterion, assessment, decision, evidence and effectiveness check.

5. Evidence and controls

- approved, version-controlled documents aligned with actual practice;
- records showing who decided, on which information and with which checks;
- quantitative or qualitative data comparable over time with declared source and method;
- supplier, project or third-party controls where results depend on the value chain;
- follow-up reviews demonstrating effectiveness, not merely completion.

6. Errors to avoid

Critical errors include documentary-only conformity, use of standard wording without case-specific reasoning, selective evidence, absence of criteria before decisions and closing actions without measuring effectiveness. A certificate, declaration or label must never be treated as automatic proof of every requirement: scope, validity and

relevance must be checked.

7. Applied case

Scenario: during a project review, the requirement concerning “Requirement-criterion-evidence matrix” was managed through established practice but without measurable criteria and with incomplete evidence. The responsible person must avoid both a paper-only fix and indiscriminate suspension. The requirement must be reconstructed, risk assessed, a proportionate measure defined, evidence completed and effectiveness checked.

8. Mastery checklist

- Can I explain the topic without relying on memorized definitions?
- Can I distinguish requirement, verification criterion and evidence?
- Can I identify insufficient evidence even when a document exists?
- Can I select a measure proportionate to risk and context?
- Can I justify a conclusion so that another competent person can reconstruct it?

MODULE 03**Technical proposal strategy**

- Minimum required time: 24 min
- Available intermediate-check bank: 16 questions

1. Module objective

Module 3 addresses Technical proposal strategy within the “Technical Tendering under the Most Economically Advantageous Tender Criterion” pathway. The goal is not rote learning: learners must identify the applicable requirement or criterion, translate it into an operational decision, identify necessary evidence and assess the quality of the outcome.

2. Normative framework and criteria

Pathway references: Italian Legislative Decree 36/2023 as amended, in particular Article 108; applicable annexes; mandatory CAM where relevant; principles of transparency, equal treatment, proportionality and result. The training material provides an applied interpretation and does not replace official texts. In case of conflict, amendment or transition, the current legal act, controlled official standard and applicable scheme/programme rules prevail.

3. Operational method

- Define scope, boundaries, accountability and expected result before choosing the solution.
- Separate legal, contractual, voluntary and internal requirements.
- Set verifiable criteria in advance: thresholds, documents, measures, owners and review method.
- Collect sufficient and relevant evidence, triangulating documents, data, observation and interviews.
- Control deviations and exceptions through justification, authorization, duration, residual-risk control and follow-up verification.

4. Application to Technical proposal strategy

Decision quality depends on linking the technical criterion to the real context. A formally correct solution may be ineffective if interfaces, timing, input data, accountability, change and operating conditions are ignored. The professional should make the reasoning reconstructable: observed fact, applied criterion, assessment, decision, evidence and effectiveness check.

5. Evidence and controls

- approved, version-controlled documents aligned with actual practice;
- records showing who decided, on which information and with which checks;
- quantitative or qualitative data comparable over time with declared source and method;
- supplier, project or third-party controls where results depend on the value chain;
- follow-up reviews demonstrating effectiveness, not merely completion.

6. Errors to avoid

Critical errors include documentary-only conformity, use of standard wording without case-specific reasoning, selective evidence, absence of criteria before decisions and closing actions without measuring effectiveness. A certificate, declaration or label must never be treated as automatic proof of every requirement: scope, validity and

relevance must be checked.

7. Applied case

Scenario: during a project review, the requirement concerning “Technical proposal strategy” was managed through established practice but without measurable criteria and with incomplete evidence. The responsible person must avoid both a paper-only fix and indiscriminate suspension. The requirement must be reconstructed, risk assessed, a proportionate measure defined, evidence completed and effectiveness checked.

8. Mastery checklist

- Can I explain the topic without relying on memorized definitions?
- Can I distinguish requirement, verification criterion and evidence?
- Can I identify insufficient evidence even when a document exists?
- Can I select a measure proportionate to risk and context?
- Can I justify a conclusion so that another competent person can reconstruct it?

MODULE 04**Methodology, organization and resources**

- Minimum required time: 24 min
- Available intermediate-check bank: 16 questions

1. Module objective

Module 4 addresses Methodology, organization and resources within the “Technical Tendering under the Most Economically Advantageous Tender Criterion” pathway. The goal is not rote learning: learners must identify the applicable requirement or criterion, translate it into an operational decision, identify necessary evidence and assess the quality of the outcome.

2. Normative framework and criteria

Pathway references: Italian Legislative Decree 36/2023 as amended, in particular Article 108; applicable annexes; mandatory CAM where relevant; principles of transparency, equal treatment, proportionality and result. The training material provides an applied interpretation and does not replace official texts. In case of conflict, amendment or transition, the current legal act, controlled official standard and applicable scheme/programme rules prevail.

3. Operational method

- Define scope, boundaries, accountability and expected result before choosing the solution.
- Separate legal, contractual, voluntary and internal requirements.
- Set verifiable criteria in advance: thresholds, documents, measures, owners and review method.
- Collect sufficient and relevant evidence, triangulating documents, data, observation and interviews.
- Control deviations and exceptions through justification, authorization, duration, residual-risk control and follow-up verification.

4. Application to Methodology, organization and resources

Decision quality depends on linking the technical criterion to the real context. A formally correct solution may be ineffective if interfaces, timing, input data, accountability, change and operating conditions are ignored. The professional should make the reasoning reconstructable: observed fact, applied criterion, assessment, decision, evidence and effectiveness check.

5. Evidence and controls

- approved, version-controlled documents aligned with actual practice;
- records showing who decided, on which information and with which checks;
- quantitative or qualitative data comparable over time with declared source and method;
- supplier, project or third-party controls where results depend on the value chain;
- follow-up reviews demonstrating effectiveness, not merely completion.

6. Errors to avoid

Critical errors include documentary-only conformity, use of standard wording without case-specific reasoning, selective evidence, absence of criteria before decisions and closing actions without measuring effectiveness. A certificate, declaration or label must never be treated as automatic proof of every requirement: scope, validity and

relevance must be checked.

7. Applied case

Scenario: during a project review, the requirement concerning “Methodology, organization and resources” was managed through established practice but without measurable criteria and with incomplete evidence. The responsible person must avoid both a paper-only fix and indiscriminate suspension. The requirement must be reconstructed, risk assessed, a proportionate measure defined, evidence completed and effectiveness checked.

8. Mastery checklist

- Can I explain the topic without relying on memorized definitions?
- Can I distinguish requirement, verification criterion and evidence?
- Can I identify insufficient evidence even when a document exists?
- Can I select a measure proportionate to risk and context?
- Can I justify a conclusion so that another competent person can reconstruct it?

MODULE 05**Improvements, variants and proposal limits**

- Minimum required time: 24 min
- Available intermediate-check bank: 16 questions

1. Module objective

Module 5 addresses Improvements, variants and proposal limits within the “Technical Tendering under the Most Economically Advantageous Tender Criterion” pathway. The goal is not rote learning: learners must identify the applicable requirement or criterion, translate it into an operational decision, identify necessary evidence and assess the quality of the outcome.

2. Normative framework and criteria

Pathway references: Italian Legislative Decree 36/2023 as amended, in particular Article 108; applicable annexes; mandatory CAM where relevant; principles of transparency, equal treatment, proportionality and result. The training material provides an applied interpretation and does not replace official texts. In case of conflict, amendment or transition, the current legal act, controlled official standard and applicable scheme/programme rules prevail.

3. Operational method

- Define scope, boundaries, accountability and expected result before choosing the solution.
- Separate legal, contractual, voluntary and internal requirements.
- Set verifiable criteria in advance: thresholds, documents, measures, owners and review method.
- Collect sufficient and relevant evidence, triangulating documents, data, observation and interviews.
- Control deviations and exceptions through justification, authorization, duration, residual-risk control and follow-up verification.

4. Application to Improvements, variants and proposal limits

Decision quality depends on linking the technical criterion to the real context. A formally correct solution may be ineffective if interfaces, timing, input data, accountability, change and operating conditions are ignored. The professional should make the reasoning reconstructable: observed fact, applied criterion, assessment, decision, evidence and effectiveness check.

5. Evidence and controls

- approved, version-controlled documents aligned with actual practice;
- records showing who decided, on which information and with which checks;
- quantitative or qualitative data comparable over time with declared source and method;
- supplier, project or third-party controls where results depend on the value chain;
- follow-up reviews demonstrating effectiveness, not merely completion.

6. Errors to avoid

Critical errors include documentary-only conformity, use of standard wording without case-specific reasoning, selective evidence, absence of criteria before decisions and closing actions without measuring effectiveness. A certificate, declaration or label must never be treated as automatic proof of every requirement: scope, validity and

relevance must be checked.

7. Applied case

Scenario: during a project review, the requirement concerning “Improvements, variants and proposal limits” was managed through established practice but without measurable criteria and with incomplete evidence. The responsible person must avoid both a paper-only fix and indiscriminate suspension. The requirement must be reconstructed, risk assessed, a proportionate measure defined, evidence completed and effectiveness checked.

8. Mastery checklist

- Can I explain the topic without relying on memorized definitions?
- Can I distinguish requirement, verification criterion and evidence?
- Can I identify insufficient evidence even when a document exists?
- Can I select a measure proportionate to risk and context?
- Can I justify a conclusion so that another competent person can reconstruct it?

MODULE 06**CAM, award criteria and sustainability**

- Minimum required time: 24 min
- Available intermediate-check bank: 16 questions

1. Module objective

Module 6 addresses CAM, award criteria and sustainability within the “Technical Tendering under the Most Economically Advantageous Tender Criterion” pathway. The goal is not rote learning: learners must identify the applicable requirement or criterion, translate it into an operational decision, identify necessary evidence and assess the quality of the outcome.

2. Normative framework and criteria

Pathway references: Italian Legislative Decree 36/2023 as amended, in particular Article 108; applicable annexes; mandatory CAM where relevant; principles of transparency, equal treatment, proportionality and result. The training material provides an applied interpretation and does not replace official texts. In case of conflict, amendment or transition, the current legal act, controlled official standard and applicable scheme/programme rules prevail.

3. Operational method

- Define scope, boundaries, accountability and expected result before choosing the solution.
- Separate legal, contractual, voluntary and internal requirements.
- Set verifiable criteria in advance: thresholds, documents, measures, owners and review method.
- Collect sufficient and relevant evidence, triangulating documents, data, observation and interviews.
- Control deviations and exceptions through justification, authorization, duration, residual-risk control and follow-up verification.

4. Application to CAM, award criteria and sustainability

Decision quality depends on linking the technical criterion to the real context. A formally correct solution may be ineffective if interfaces, timing, input data, accountability, change and operating conditions are ignored. The professional should make the reasoning reconstructable: observed fact, applied criterion, assessment, decision, evidence and effectiveness check.

5. Evidence and controls

- approved, version-controlled documents aligned with actual practice;
- records showing who decided, on which information and with which checks;
- quantitative or qualitative data comparable over time with declared source and method;
- supplier, project or third-party controls where results depend on the value chain;
- follow-up reviews demonstrating effectiveness, not merely completion.

6. Errors to avoid

Critical errors include documentary-only conformity, use of standard wording without case-specific reasoning, selective evidence, absence of criteria before decisions and closing actions without measuring effectiveness. A certificate, declaration or label must never be treated as automatic proof of every requirement: scope, validity and

relevance must be checked.

7. Applied case

Scenario: during a project review, the requirement concerning “CAM, award criteria and sustainability” was managed through established practice but without measurable criteria and with incomplete evidence. The responsible person must avoid both a paper-only fix and indiscriminate suspension. The requirement must be reconstructed, risk assessed, a proportionate measure defined, evidence completed and effectiveness checked.

8. Mastery checklist

- Can I explain the topic without relying on memorized definitions?
- Can I distinguish requirement, verification criterion and evidence?
- Can I identify insufficient evidence even when a document exists?
- Can I select a measure proportionate to risk and context?
- Can I justify a conclusion so that another competent person can reconstruct it?

MODULE 07**Schedule, KPIs and risk management**

- Minimum required time: 24 min
- Available intermediate-check bank: 16 questions

1. Module objective

Module 7 addresses Schedule, KPIs and risk management within the “Technical Tendering under the Most Economically Advantageous Tender Criterion” pathway. The goal is not rote learning: learners must identify the applicable requirement or criterion, translate it into an operational decision, identify necessary evidence and assess the quality of the outcome.

2. Normative framework and criteria

Pathway references: Italian Legislative Decree 36/2023 as amended, in particular Article 108; applicable annexes; mandatory CAM where relevant; principles of transparency, equal treatment, proportionality and result. The training material provides an applied interpretation and does not replace official texts. In case of conflict, amendment or transition, the current legal act, controlled official standard and applicable scheme/programme rules prevail.

3. Operational method

- Define scope, boundaries, accountability and expected result before choosing the solution.
- Separate legal, contractual, voluntary and internal requirements.
- Set verifiable criteria in advance: thresholds, documents, measures, owners and review method.
- Collect sufficient and relevant evidence, triangulating documents, data, observation and interviews.
- Control deviations and exceptions through justification, authorization, duration, residual-risk control and follow-up verification.

4. Application to Schedule, KPIs and risk management

Decision quality depends on linking the technical criterion to the real context. A formally correct solution may be ineffective if interfaces, timing, input data, accountability, change and operating conditions are ignored. The professional should make the reasoning reconstructable: observed fact, applied criterion, assessment, decision, evidence and effectiveness check.

5. Evidence and controls

- approved, version-controlled documents aligned with actual practice;
- records showing who decided, on which information and with which checks;
- quantitative or qualitative data comparable over time with declared source and method;
- supplier, project or third-party controls where results depend on the value chain;
- follow-up reviews demonstrating effectiveness, not merely completion.

6. Errors to avoid

Critical errors include documentary-only conformity, use of standard wording without case-specific reasoning, selective evidence, absence of criteria before decisions and closing actions without measuring effectiveness. A certificate, declaration or label must never be treated as automatic proof of every requirement: scope, validity and

relevance must be checked.

7. Applied case

Scenario: during a project review, the requirement concerning “Schedule, KPIs and risk management” was managed through established practice but without measurable criteria and with incomplete evidence. The responsible person must avoid both a paper-only fix and indiscriminate suspension. The requirement must be reconstructed, risk assessed, a proportionate measure defined, evidence completed and effectiveness checked.

8. Mastery checklist

- Can I explain the topic without relying on memorized definitions?
- Can I distinguish requirement, verification criterion and evidence?
- Can I identify insufficient evidence even when a document exists?
- Can I select a measure proportionate to risk and context?
- Can I justify a conclusion so that another competent person can reconstruct it?

MODULE 08**Technical writing and verifiability of commitments**

- Minimum required time: 24 min
- Available intermediate-check bank: 16 questions

1. Module objective

Module 8 addresses Technical writing and verifiability of commitments within the “Technical Tendering under the Most Economically Advantageous Tender Criterion” pathway. The goal is not rote learning: learners must identify the applicable requirement or criterion, translate it into an operational decision, identify necessary evidence and assess the quality of the outcome.

2. Normative framework and criteria

Pathway references: Italian Legislative Decree 36/2023 as amended, in particular Article 108; applicable annexes; mandatory CAM where relevant; principles of transparency, equal treatment, proportionality and result. The training material provides an applied interpretation and does not replace official texts. In case of conflict, amendment or transition, the current legal act, controlled official standard and applicable scheme/programme rules prevail.

3. Operational method

- Define scope, boundaries, accountability and expected result before choosing the solution.
- Separate legal, contractual, voluntary and internal requirements.
- Set verifiable criteria in advance: thresholds, documents, measures, owners and review method.
- Collect sufficient and relevant evidence, triangulating documents, data, observation and interviews.
- Control deviations and exceptions through justification, authorization, duration, residual-risk control and follow-up verification.

4. Application to Technical writing and verifiability of commitments

Decision quality depends on linking the technical criterion to the real context. A formally correct solution may be ineffective if interfaces, timing, input data, accountability, change and operating conditions are ignored. The professional should make the reasoning reconstructable: observed fact, applied criterion, assessment, decision, evidence and effectiveness check.

5. Evidence and controls

- approved, version-controlled documents aligned with actual practice;
- records showing who decided, on which information and with which checks;
- quantitative or qualitative data comparable over time with declared source and method;
- supplier, project or third-party controls where results depend on the value chain;
- follow-up reviews demonstrating effectiveness, not merely completion.

6. Errors to avoid

Critical errors include documentary-only conformity, use of standard wording without case-specific reasoning, selective evidence, absence of criteria before decisions and closing actions without measuring effectiveness. A certificate, declaration or label must never be treated as automatic proof of every requirement: scope, validity and

relevance must be checked.

7. Applied case

Scenario: during a project review, the requirement concerning “Technical writing and verifiability of commitments” was managed through established practice but without measurable criteria and with incomplete evidence. The responsible person must avoid both a paper-only fix and indiscriminate suspension. The requirement must be reconstructed, risk assessed, a proportionate measure defined, evidence completed and effectiveness checked.

8. Mastery checklist

- Can I explain the topic without relying on memorized definitions?
- Can I distinguish requirement, verification criterion and evidence?
- Can I identify insufficient evidence even when a document exists?
- Can I select a measure proportionate to risk and context?
- Can I justify a conclusion so that another competent person can reconstruct it?

MODULE 09**Final review, exclusions and clarification mechanisms**

- Minimum required time: 24 min
- Available intermediate-check bank: 16 questions

1. Module objective

Module 9 addresses Final review, exclusions and clarification mechanisms within the “Technical Tendering under the Most Economically Advantageous Tender Criterion” pathway. The goal is not rote learning: learners must identify the applicable requirement or criterion, translate it into an operational decision, identify necessary evidence and assess the quality of the outcome.

2. Normative framework and criteria

Pathway references: Italian Legislative Decree 36/2023 as amended, in particular Article 108; applicable annexes; mandatory CAM where relevant; principles of transparency, equal treatment, proportionality and result. The training material provides an applied interpretation and does not replace official texts. In case of conflict, amendment or transition, the current legal act, controlled official standard and applicable scheme/programme rules prevail.

3. Operational method

- Define scope, boundaries, accountability and expected result before choosing the solution.
- Separate legal, contractual, voluntary and internal requirements.
- Set verifiable criteria in advance: thresholds, documents, measures, owners and review method.
- Collect sufficient and relevant evidence, triangulating documents, data, observation and interviews.
- Control deviations and exceptions through justification, authorization, duration, residual-risk control and follow-up verification.

4. Application to Final review, exclusions and clarification mechanisms

Decision quality depends on linking the technical criterion to the real context. A formally correct solution may be ineffective if interfaces, timing, input data, accountability, change and operating conditions are ignored. The professional should make the reasoning reconstructable: observed fact, applied criterion, assessment, decision, evidence and effectiveness check.

5. Evidence and controls

- approved, version-controlled documents aligned with actual practice;
- records showing who decided, on which information and with which checks;
- quantitative or qualitative data comparable over time with declared source and method;
- supplier, project or third-party controls where results depend on the value chain;
- follow-up reviews demonstrating effectiveness, not merely completion.

6. Errors to avoid

Critical errors include documentary-only conformity, use of standard wording without case-specific reasoning, selective evidence, absence of criteria before decisions and closing actions without measuring effectiveness. A certificate, declaration or label must never be treated as automatic proof of every requirement: scope, validity and

relevance must be checked.

7. Applied case

Scenario: during a project review, the requirement concerning “Final review, exclusions and clarification mechanisms” was managed through established practice but without measurable criteria and with incomplete evidence. The responsible person must avoid both a paper-only fix and indiscriminate suspension. The requirement must be reconstructed, risk assessed, a proportionate measure defined, evidence completed and effectiveness checked.

8. Mastery checklist

- Can I explain the topic without relying on memorized definitions?
- Can I distinguish requirement, verification criterion and evidence?
- Can I identify insufficient evidence even when a document exists?
- Can I select a measure proportionate to risk and context?
- Can I justify a conclusion so that another competent person can reconstruct it?

MODULE 10**Tender preparation simulation**

- Minimum required time: 24 min
- Available intermediate-check bank: 16 questions

1. Module objective

Module 10 addresses Tender preparation simulation within the “Technical Tendering under the Most Economically Advantageous Tender Criterion” pathway. The goal is not rote learning: learners must identify the applicable requirement or criterion, translate it into an operational decision, identify necessary evidence and assess the quality of the outcome.

2. Normative framework and criteria

Pathway references: Italian Legislative Decree 36/2023 as amended, in particular Article 108; applicable annexes; mandatory CAM where relevant; principles of transparency, equal treatment, proportionality and result. The training material provides an applied interpretation and does not replace official texts. In case of conflict, amendment or transition, the current legal act, controlled official standard and applicable scheme/programme rules prevail.

3. Operational method

- Define scope, boundaries, accountability and expected result before choosing the solution.
- Separate legal, contractual, voluntary and internal requirements.
- Set verifiable criteria in advance: thresholds, documents, measures, owners and review method.
- Collect sufficient and relevant evidence, triangulating documents, data, observation and interviews.
- Control deviations and exceptions through justification, authorization, duration, residual-risk control and follow-up verification.

4. Application to Tender preparation simulation

Decision quality depends on linking the technical criterion to the real context. A formally correct solution may be ineffective if interfaces, timing, input data, accountability, change and operating conditions are ignored. The professional should make the reasoning reconstructable: observed fact, applied criterion, assessment, decision, evidence and effectiveness check.

5. Evidence and controls

- approved, version-controlled documents aligned with actual practice;
- records showing who decided, on which information and with which checks;
- quantitative or qualitative data comparable over time with declared source and method;
- supplier, project or third-party controls where results depend on the value chain;
- follow-up reviews demonstrating effectiveness, not merely completion.

6. Errors to avoid

Critical errors include documentary-only conformity, use of standard wording without case-specific reasoning, selective evidence, absence of criteria before decisions and closing actions without measuring effectiveness. A certificate, declaration or label must never be treated as automatic proof of every requirement: scope, validity and

relevance must be checked.

7. Applied case

Scenario: during a project review, the requirement concerning “Tender preparation simulation” was managed through established practice but without measurable criteria and with incomplete evidence. The responsible person must avoid both a paper-only fix and indiscriminate suspension. The requirement must be reconstructed, risk assessed, a proportionate measure defined, evidence completed and effectiveness checked.

8. Mastery checklist

- Can I explain the topic without relying on memorized definitions?
- Can I distinguish requirement, verification criterion and evidence?
- Can I identify insufficient evidence even when a document exists?
- Can I select a measure proportionate to risk and context?
- Can I justify a conclusion so that another competent person can reconstruct it?

7. Assessment system, final exam and passing criteria

- Intermediate checks are linked to individual modules and provide progressive learning control before access to the final assessment.
- The final assessment consists of 30 questions selected from the active course bank. The platform applies an anti-repetition logic for new attempts when the bank size allows it.
- Final question-bank size detected at generation time: 100 active questions.
- Published passing threshold for the course: 80%.
- Questions are intended to assess not only recall but also interpretation, application, evidence selection, scenario assessment and quality of decision-making, depending on the subject matter.

8. Tracking, learning continuity and session integrity

- Path status, completed modules and recorded time are managed server-side when the course uses the Academy learning mode.
- The platform allows the pathway to resume from the recorded point and retains the results of required checks.
- Assessment sessions may be subject to the integrity and proctoring controls enabled by the platform and described in the applicable usage rules.
- Technical and integrity events support assessment and do not replace professional judgement where human review is required.

9. Certificate, use and limitations

The CIWZ certificate, where provided by the pathway and requested after passing, records the result achieved in the stated CIWZ pathway or assessment. It does not automatically replace personnel certification, professional registration, statutory licence, legal qualification or credentials issued by third-party bodies where such requirements are imposed by the applicable scheme.

10. Commercial and tax conditions

- Course + certificate: 780,00 € VAT excluded.
- UAE VAT is applied to UAE customers according to billing data and the applicable tax rules.
- Any specific commercial terms, agreements or corporate orders override the public price only when formally accepted by Certificato IWZ FZCO.

11. Dossier document control

- Document automatically generated by CIWZ Academy from the course data published at the time of the request.

- Course code: OEKV-TENDER-COURSE
- Document language: EN
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- For normative and professional application, the current official sources and any applicable procedures/schemes prevail.