

**Certified by the International Academy of Project Management (IAPM)
 Recognised as one of the leading professional education
 and certification providers in the world.**

Certified International Procurement Professional™



Course Overview

In recent years, Strategic Procurement and Supply Chain Management have been receiving increased focus. This is due to the quick and large benefits that are available, often with minimal investment. These disciplines apply across all industries, in the same way as all companies require robust financial control. It is the experience of the discipline, not the industry, that leading companies are looking to develop. Effective management and control of these disciplines will make a material difference to your bottom line.

By attending this interactive course you will be equipped with the skills to:

- Understand and appreciate the importance of Strategic Procurement and Supply Chain Management
- Build and deliver against a detailed Strategic Procurement Framework
 - Baseline current position
 - Profile the market
 - Build, manage and review the tender process
 - Select the right Suppliers
 - Transition the Supply Base
- Effectively monitor, measure and manage Suppliers
- Achieve significant improvements in service delivery and cost reduction

Who should attend?

This highly practical and interactive course has been specifically designed for:

- Business Owners / Managing Directors
- Procurement Directors
- Supplier Managers
- Supply Chain Consultants
- Buyers / Senior Buyers
- Operations Directors
- Operations Managers
- Finance Managers
- PLUS anyone who is responsible for / involved in Supplier Relationships, or anticipates being involved with Supplier Management in the future

Added benefits of attending the CIPP™ Course

- Membership to the only professional body recognised by the AACSB, the worlds leading collection of business schools
- The ability to use the designation CIPP™ on your business card and resume
- Up to 18 months membership to the IAPM professional body
- Access to the IAPM network and body of information online
- Preferred access to education centres in USA, UK, Europe, Asia, Middle East and Latin America
- Access to IAPM journal published online
- Gold embossed CIPP™ Certificate with your name and designation as MIAPM (Member of the International Academy of Project Management)
- The CIPP™ shows that you have completed graduate level procurement and supply chain management education and that you have the skills and experience to manage procurement programmes on a national, regional and global level
- The CIPP™ certification will be received approximately one month following the close of the workshop

The IAPM™ Training Style

IAPM employ "best practice" training – called "blended learning". This involves classroom lecturing, high intensive case study / role playing reviews, classroom interaction and feedback, one to one coaching from the facilitator, and a final examination. IAPM have found this to be one of the most effective training methodologies to date and many large multinationals and training companies have already taken up this "blended learning" methodology.

This course is professionally and Internationally recognised

Recognition comes at 3 levels: international, corporate and individual

- At the international level, the CIPP™ is a recognised program by the International Academy of Project Management (IAPM), the International Academy of Business and Financial Management (IABFM)
- At the corporate level, the CIPP™ course has been developed as the result of active discussions with companies operating in the procurement and supply chain field whether as a Client or a Supplier. The course content has received commendations from leading corporate consultancy organisations. The CIPP™ course has been designed to meet the growing demand for advanced procurement and supply chain management in localised, national and international markets
- Specifically this course has been designed by procurement experts with cross industry and international experience
- At the Individual level participation in this certified course will provide the attendee with expert knowledge of procurement and supply chain management giving greater confidence in a very practical professional and in demand skill thereby increasing the likelihood of success in his/her career advancement or job search.



Program Content

What is Strategic Procurement

- Getting back to basics
- Principles of Strategic Procurement
- Procurement Stages

Baselining Existing Spend

- How much / how many
- Categorisation
- Current performance
- Issues and problems

Profile the Supply Market

- Identify all potential suppliers (inc. cross market)
- National / international
- Supplier profiling
- Supplier short listing

Build Comprehensive Tenders

- Rules and Structure
- Background / Objectives
- Business Requirements
- Supplier Requirements
- Pricing
- Terms and Conditions
- Service Levels

Tender Analysis

- Rules and Structure
- Analysis Tools / Sections
- Comparative Marking
- Shortlisting
- Verification Visits

Supplier Selection

- Negotiation – Price and Conditions
- Contracts (basics)
- KPI's / SLA's / development plans
- Transition Planning

Supply Base Transition

- Planning
- Old Supplier Run Down
- New Supplier Ramp Up
- Contingency
- Steady State

What is Supply Chain Management

- Getting back to basics
- Principles of Supply Chain Management
- Supply Chain Management Stages

Supplier Management

- Measuring and using KPI's
- Measuring and using SLA's
- Supplier Reviews
- Continuous Improvement Plans
- Supplier Development

CIPP™ Examination

Plus up to 8 Detailed and Relevant Case studies

1 Personality Profiling Test

Only those who successfully complete the examination and participate effectively in the course case studies will receive the Certified International Procurement Professional designation CIPP™