

# CIPP: Certified International Procurement Professional

Supply Chain & Logistics  
London (UK)  
13 - 17 Jan 2025

UK Training

# PARTNER

The image features a chessboard with several chess pieces. In the foreground, a large gold king piece stands prominently on a dark square. To its left, a silver pawn is on a light square. Further left, another silver pawn is on a dark square. The background consists of a light gray and white checkered pattern. Overlaid on the chessboard are several concentric, light gray circles that create a sense of depth and focus on the king piece.

## **CIPP: Certified International Procurement Professional**

**Ref:** 321583\_135712 **Date:** 13 - 17 Jan 2025 **Location:** London (UK) **Fees:** 4400 **Euro**

### **Introduction**

Accredited by the International Purchasing & Supply Chain Management Institute Delaware, USA, this certification program is geared to introduce the participants to the concepts of international procurement as they apply to international supply chain management.

The CIPP program is a core certification program of IPSCMI which offers the designation of Certified International Procurement Professional Level I to candidates who demonstrate their understanding of the fundamentals of the profession through successful completion of rigorous professional certification examinations based upon the International Purchasing Body Of Knowledge IPBOK.

Basic documentation, including contracts, used in international procurement; legal, political, and organizational considerations; cultural issues within the negotiation process; and government regulations affecting the import/export process.

### **Course Objectives of CIPP: Certified International Procurement Professional**

- Learn and implement Best in Class Procurement techniques.
- Learn and implement Modern Trends in Supply Chain Management.
- Improve the process of selecting, developing, and managing the Supplier.
- Master of the Contract Management process in Procurement.
- Use the designation CIPP on your business card and resume.

### **CIPP: Certified International Procurement Professional Course Outlines**

#### **Day 1**

- Understanding the role of Procurement within the organization
- Successfully Building, Developing and Managing the Procurement Function
- Managing Cost not Price
- Personality Profiling Exercise
- Effectively Managing Procurement Projects

A graphic of a chessboard with several chess pieces (a king, a queen, a rook, and a pawn) on it. The board is white and black, and the pieces are gold and silver. The text 'UK Training PARTNER' is overlaid on the board.

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## Day 2

- Commodity / Category based Procurement - What is it?
- Spend Profiling: How to assess your company's spend
- Existing Supplier Profiling: How to assess your company's existing Suppliers. Includes a real-life case study from an FTSE 100 company.
- Supply Market Profiling: Developing a complete understanding of the supply market and knowledge of where the power lies.
- Building High-Level Commodity Strategies

## Day 3

- Identification of Suppliers for the Tender List: Selecting the right Suppliers for the tender includes a real-life case study from an FTSE100 company
- The Tender Process

## Day 4

- Pricing - Understanding, selecting, and building the correct pricing model for the products or services being purchased. Including numerous worked examples
- Key Performance Indicators and Appropriate SLA's
- Negotiation - Building a position of strength for effective negotiation

## Day 5

- Detailed, interactive in-depth review of all key areas covered during the week
- Supply Chain Management Discussion - the importance of procurement to the success of the organization as a whole

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