CIPP: Certified International Procurement Professional

16 – 20 November 2026
Madrid (Spain)



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Ref: 321583_164447 **Date:** 16 – 20 November 2026 **Location:** Madrid (Spain) **Fees:** 5200 GBP

Course Description

This intensive 1-week course prepares professionals for the Certified International Procurement Professional CIPP certification. Participants will gain comprehensive knowledge of international procurement principles, strategic sourcing, contract management, and global procurement standards. The course focuses on practical applications and best practices to optimize organizational performance in procurement.

Learning Objectives

- Master key concepts and strategies in international procurement
- Develop skills in strategic sourcing and supplier relationship management
- Understand global procurement regulations and ethical considerations
- Learn to optimize procurement processes for cost-effectiveness and efficiency
- Gain proficiency in contract negotiation and management on a global scale

Course Modules

Day 1: Fundamentals of International Procurement

- Introduction to global procurement
- Procurement cycle and processes
- International trade regulations
- Cultural considerations in global sourcing

Day 2: Strategic Sourcing and Supplier Management

- Strategic sourcing techniques
- Supplier evaluation and selection
- Risk management in global supply chains
- Supplier relationship management

Day 3: Contract Management and Negotiation

- International contract law
- Negotiation strategies for global procurement
- Contract terms and conditions
- Performance management and KPIs



Day 4: E-Procurement and Technology

- E-procurement systems and tools
- Data analytics in procurement
- Blockchain and its impact on procurement
- Cybersecurity in procurement operations

Day 5: Ethics, Sustainability, and Future Trends

- Ethical considerations in global procurement
- Sustainable procurement practices
- Emerging trends in international procurement
- Case studies and practical applications

Practical Wins for Participants

- Ability to implement cost-saving strategies in global sourcing
- Enhanced skills in negotiating international contracts
- Improved supplier relationship management techniques
- Readiness to tackle complex procurement challenges in a global context

