

# € TRAINING

Certified Purchasing Professional CPP





# Certified Purchasing Professional CPP

## Introduction:

This training program is designed to prepare participants for the certification exam only.

This training program is designed to provide participants with a comprehensive understanding of purchasing principles and practices. It focuses on developing key skills for effective procurement, supplier management, and ethical decision-making in purchasing.

## Program Objectives:

By the end of this program, participants will be able to:

- Understand core principles and terminology related to purchasing and supply chain management.
- Develop effective procurement strategies that enhance organizational performance.
- Navigate legal frameworks and ethical considerations in purchasing practices.
- Evaluate supplier performance and manage relationships effectively.
- Prepare thoroughly for the CPP certification.

## Target Audience:

- Procurement professionals seeking certification.
- Mid-level managers in purchasing and supply chain roles.
- Administrative professionals involved in procurement activities.
- Business owners or entrepreneurs engaged in purchasing functions.
- Employees aspiring to advance their careers in purchasing management.

## Program Outline:

### Unit 1:

#### Fundamentals of Purchasing and Procurement:

- Define key concepts and terminology in purchasing and procurement.
- Explore the role of procurement in organizational success.

- Understand the procurement process from needs assessment to contract execution.
- Discuss the importance of supplier relationships in achieving business objectives.
- Analyze various purchasing methods and their implications for organizations.

## Unit 2:

### Strategic Sourcing and Supplier Management:

- Examine the strategic sourcing process and its impact on cost savings.
- Develop effective supplier evaluation and selection criteria.
- Understand the negotiation process and its role in procurement.
- Explore best practices for managing supplier relationships and performance.
- Discuss the importance of sustainability and ethical considerations in sourcing.

## Unit 3:

### Legal Aspects and Ethical Considerations in Purchasing:

- Review key legal frameworks governing purchasing practices, including contracts and compliance regulations.
- Understand the implications of international trade laws on procurement.
- Explore ethical issues in purchasing, including transparency and conflict of interest.
- Discuss the role of procurement professionals in ensuring compliance and managing risks.
- Analyze case studies that highlight ethical dilemmas in purchasing decisions.

## Unit 4:

### Performance Measurement and Risk Management:

- Identify key performance indicators KPIs for assessing procurement effectiveness.
- Explore risk assessment techniques in purchasing and supply chain management.
- Discuss the relationship between procurement strategies and organizational performance.
- Learn how to develop risk mitigation strategies related to supplier relationships.
- Analyze the impact of governance on procurement processes and outcomes.



## Unit 5:

### Preparing for the CPP Certification Exam:

- Overview of the CPP certification exam structure and question formats.
- Identify key topics and areas of focus for effective exam preparation.
- Review sample questions and their potential answers.
- Provide resources and materials for further study and exam readiness.

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