

# € TRAINING

Preparation for Certified Professional  
Purchasing Manager (CPPM)



19 - 23 May 2024  
Istanbul (Turkey)  
Sheraton Istanbul Levent



# Preparation for Certified Professional Purchasing Manager (CPPM)

REF: L2334 DATE: 19 - 23 May 2024 Venue: Istanbul (Turkey) - Sheraton Istanbul Levent Fee: 5850 Euro

## Introduction:

This comprehensive 5-day program has been designed to equip participants with the necessary skills and knowledge to excel in the field of purchasing and supply chain management. The course is structured to cover key concepts, strategies, and best practices that will not only help participants pass the CPPM certification exam but also enhance their ability to contribute effectively to their organizations' procurement functions.

## Course Objectives:

At the end of this course the participants will be able to:

- Comprehensive Exam Readiness
- Strategic Procurement Skills
- Supplier Relationship Management
- Procurement Process Optimization
- Ethics and Compliance

## Targeted Audience:

- Procurement Managers and Officers
- Supply Chain Managers and Analysts
- Purchasing Professionals
- Sourcing Specialists
- Inventory and Logistics Managers
- Anyone aspiring to become a Certified Professional Purchasing Manager CPPM

## Course Outlines:

### Unit 1: Fundamentals of Procurement and Supply Chain Management

- Introduction to Procurement and its Strategic Importance
- Key Principles of Supply Chain Management
- Procurement Process: From Sourcing to Payment
- Overview of CPPM Certification and Exam Structure

## Unit 2: Supplier Management and Negotiation Strategies

- Supplier Selection Criteria and Evaluation
- Developing Strong Supplier Relationships
- Effective Negotiation Techniques in Procurement
- Contract Management and Performance Metrics

## Unit 3: Strategic Procurement Planning

- Aligning Procurement with Organizational Strategy
- Category Management and Strategic Sourcing
- Risk Management in Procurement
- Sustainable Procurement Practices

## Unit 4: Procurement Operations and Process Optimization

- Purchase Requisition to Purchase Order Workflow
- Inventory Management and Demand Forecasting
- E-Procurement and Technology Tools
- Lean Procurement Practices for Efficiency

## Unit 5: Ethics, Compliance, and Exam Preparation

- Ethical Considerations in Procurement
- Legal and Regulatory Aspects of Procurement
- CPPM Exam Prep: Practice Questions and Mock Exams
- Tips for Successful Exam Taking