

# € TRAINING

CIPP Certified International Procurement  
Professional



20 - 24 October 2024  
Istanbul (Turkey)  
Sheraton Istanbul Levent



# CIPP Certified International Procurement Professional

REF: L1387 DATE: 20 - 24 October 2024 Venue: Istanbul (Turkey) - Sheraton Istanbul Levent Fee: 5850 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.

The purpose of the CIPP program is to introduce the candidate to key offshore sourcing strategies and implementation steps; 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:

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

- 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.

## Targeted Audience:

- Procurement Managers / Specialists / Officers
- Supply Chain Managers / Specialists
- Buyers / Senior Buyers
- Supplier Managers
- Operation Managers
- Material Managers / Engineers
- Bids and Contracts Analysts
- Transactional Procurement Professionals
- Sourcing Officers

## Course Outlines:

### Unit 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

## Unit 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

## Unit 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

## Unit 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 SLAs
- Negotiation - Building a position of strength for effective negotiation

## Unit 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