



Procurement & Supply Chain Operations

Certified Professional Purchasing Manager (CPPM)

Course Introduction

The CPPM certification represents an advanced level of competence in purchasing, supply management, and leadership.

This training program integrates procurement law, business psychology, inventory and quality control, negotiation, and sustainability into a practical and exam-aligned structure.

Participants will gain the insight needed to lead purchasing functions and pass the CPPM exam confidently.

Target Audience

- Experienced Purchasing Professionals
- Mid- to Senior-Level Managers
- Supply Chain and Logistics Personnel
- Business and Operations Managers

Learning Objectives

- Interpret and develop purchasing policies, procedures, and ethical standards.
- Apply business law and HR fundamentals to procurement activities.
- Lead and structure purchasing departments to align with business strategy.
- Manage supplier relationships, negotiations, and global sourcing issues.
- Evaluate make-or-buy decisions, payment options, and inventory control.
- Ensure quality and service delivery through performance tools and metrics.
- Understand core accounting, economics, communication, and management principles relevant to procurement.

Course Outline

• DAY 01

Procurement Foundations & Business Alignment

- Purchasing's role in business strategy
- Objectives of business and purchasing
- Purpose and functions of procurement management
- Policies and procedures in purchasing
- Centralized vs. decentralized purchasing structures
- Practical Application

Organizational Management & Legal Environment

- Organizational structure and purchasing authority
- Duties of management in procurement
- Business, industrial, and organizational psychology in supplier interaction

- Purchasing and the law: UCC, contract formation, terms & conditions
- Human resources and the law (hiring, discipline, termination in procurement roles)
- Practical Application.

• Day 02

Ethics, Diversity, and Buyer Development

- Ethical issues in procurement: conflict of interest, fairness, confidentiality
- Diversity and inclusive sourcing practices
- Selecting and developing procurement professionals
- Writing effective job descriptions for buyers
- Buyer training, supervision, and performance management
- Practical Application.

Quality, Service, and Supplier Evaluation

- Quality Management principles in purchasing
- How to define and measure service levels from suppliers?
- Supplier selection and evaluation metrics
- Procurement's role in managing product quality and delivery consistency
- Handling supplier performance problems
- Practical Application

• Day 03

Financial and Inventory Control in Procurement

- Accounting basics relevant to purchasing (budgeting, ledger, cost tracking)
- Payment methods (terms, early payment, credit options)
- Managing inventory: JIT, EOQ, safety stock, turnover
- Purchase vs. lease analysis and decision-making
- Inventory security, loss prevention, and compliance
- Practical Application

Supplier Relationships & Global Procurement

- Building long-term supplier partnerships
- Supplier communication and dispute resolution
- Global sourcing and international trade regulations
- Cultural differences in supplier negotiations
- INCOTERMS and shipping logistics
- Practical Application.

• Day 05

Negotiation Mastery & Communication

- **Stages of negotiation:** preparation, engagement, closing
- Types of negotiation (competitive vs. collaborative)
- Tactics, ethics, and body language
- Internal communication with stakeholders and departments
- Vendor communication and contract enforcement
- Practical Application

Technology, Math, and Tools in Procurement

- **Mathematical skills:** markups, discounts, pricing formulas, ROI
- Procurement KPIs and dashboard tracking
- Cost-benefit analysis and total cost of ownership (TCO)
- Procurement technology: e-sourcing, e-auctions, ERP systems
- Using procurement software to automate workflows

Confirmed Sessions

| FROM | TO | DURATION | FEES | LOCATION |
|---------------|---------------|----------|------------|-------------|
| July 7, 2025 | July 11, 2025 | 5 days | 4250.00 \$ | UAE - Dubai |
| Oct. 20, 2025 | Oct. 24, 2025 | 5 days | 4250.00 \$ | UAE - Dubai |