



Procurement & Supply Chain Operations

Certified Professional in Supply Management (CPSM)

Course Introduction

The CPSM® certification, offered by the Institute for Supply Management (ISM), is a globally recognized designation for supply management professionals who aim to lead strategic sourcing, procurement, and supply chain operations.

This 5-day training program provides a complete preparation experience by covering the core topics of all three exams, from sourcing and operations planning to leadership and transformation strategies.

Target Audience

- Supply Chain Professionals – individuals working in procurement, sourcing, logistics, or operations who want to advance their careers.
- Mid- to Senior-Level Managers – professionals responsible for strategic sourcing, supplier management, or supply chain transformation.
- Aspiring CPSM® Candidates – those specifically preparing to sit for the CPSM® exams.
- Business Analysts and Consultants – individuals involved in supply chain projects who need a deeper understanding of procurement and operations.
- Professionals Seeking Global Credentials – those looking to validate their expertise with a globally recognized certification.

Learning Objectives

- Master sourcing, category management, and supplier negotiation strategies.
- Design integrated planning processes and manage quality and logistics.
- Apply leadership, stakeholder engagement, and ethical standards.

- Develop decision-making strategies using data, finance, and compliance principles.

Course Outline

• DAY 01

Strategic Sourcing & Category Management

- Spend analysis and segmentation
- Category strategy development
- Total cost of ownership (TCO) vs. price focus
- Make vs. buy decisions
- **Practical application:** Create a category plan

Supplier Relationships, Negotiation, and Contracts

- Supplier segmentation and performance monitoring
- Supplier selection and onboarding
- Negotiation tactics and planning (BATNA, interest-based negotiation)
- Contract structure, risk, and legal terms
- **Practical application:** Build a supplier scorecard

• Day 02

Financial & Cost Management

- Cost modeling and cost breakdown analysis
- Payment terms and financial health of suppliers
- Budgeting, ROI, and break-even analysis
- Currency, inflation, and global pricing challenges

Supply Chain Planning & Strategy

- Supply chain segmentation and customer alignment
- Sales & Operations Planning (S&OP)
- Demand forecasting methods
- Inventory and capacity alignment
- **Workshop:** Build an S&OP scenario

• Day 03

Logistics, Quality, and Product Development

- Logistics network design
- Incoterms and transportation modes
- Quality tools (Six Sigma, PDCA, root cause analysis)
- Supplier quality management
- Product lifecycle and innovation integration
- **Exercise:** Logistics cost-to-serve model

Risk, Sustainability & Project Management

- Risk identification and mitigation planning
- Business continuity planning
- ESG and sustainability metrics
- Basic project management tools (WBS, Gantt charts)
- **Case Study:** Develop a supplier risk matrix

• Day 04

Leadership and Strategic Thinking

- Strategic planning process
- Vision, mission, values alignment
- Decision-making frameworks (SWOT, Porter's Five Forces)
- Change leadership and culture shaping
- **Group Discussion:** Organizational leadership gaps

People Development, Coaching & Influence

- Stakeholder mapping and engagement
- Communication styles and influencing techniques
- Talent development and training strategies
- Mentoring and coaching frameworks
- **Workshop:** Create a stakeholder influence plan

• Day 05

Systems, Compliance, CSR, and Technology

- ERP and digital transformation in supply management
- Compliance management and anti-corruption policies
- Corporate Social Responsibility (CSR)
- Cybersecurity and data governance
- **Simulation:** Evaluate supplier compliance program
- **Workshop:** Exams Preparation simulations and best Practices

Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
June 9, 2025	June 13, 2025	5 days	4250.00 \$	UAE - Dubai
Sept. 22, 2025	Sept. 26, 2025	5 days	4250.00 \$	UAE - Dubai
Nov. 23, 2025	Nov. 27, 2025	5 days	4250.00 \$	Bahrain - Manama
Nov. 24, 2025	Nov. 28, 2025	5 days	4250.00 \$	UAE - Dubai