



Procurement & Supply Chain Operations

Certified International Procurement Manager (CIPM)

Course Introduction

CIPM is an advanced level certification in procurement equipping procurement professionals with the insights into the complete procurement cycle process, international sourcing, and current issues and techniques related to purchasing and supply chain management in an international context from the basic to the advanced level.

This training program is designed to provide participants with the complex concepts in purchasing to attain leadership positions and will cover topics such as new tools of sourcing success, including e-commerce and internet strategies; supply-chain management technology, including eRFx systems, auction sites and bid optimization; strategic sourcing initiatives; offshore and international sourcing, and much more.

Target Audience

1. Procurement Manager
2. Supply Chain Manager
3. Purchasing Manager
4. Category Manager
5. Strategic Sourcing Manager
6. Contract Manager
7. Vendor Manager
8. Logistics Manager
9. Operations Manager
10. Inventory Manager
11. Sourcing Specialist

Learning Objectives

- Design global procurement plans stemming from organizational goals
- Learn how to establish the process of developing the total landed cost of acquisition
- Identify the different methods of procurement available in global sourcing
- Know the different methods of acquisition (direct, off-shore buying office, etc.) for global sourcing
- Learn how global negotiations differ from domestic negotiations.
- Obtain understanding of the different laws governing contracts from offshore suppliers (CISG and Domestic Contract Law) and how they impact on risk of buyer contract performance
- Explore the various customs laws, regulations, and tariffs and how they affect the supply management process.
- Analyze several global trade barriers and how they affect the global sourcing process
- Know how to determine whether to denominate a contract in dollars or in the (foreign) currency of the offshore supplier.
- Understand how currency devaluations and revaluations of foreign currencies affect the prices paid by domestic buyers and foreign suppliers
- Master the documentation required in international trade
- Recognize the various methods of payment available for offshore purchases and which of those are most advantageous to the buyer

Course Outline

- **Day 01**

- SOURCING**

- CISM/CIPM Body of Knowledge
 - Analyzing potential sources of goods or services
 - Evaluate competitive offerings to determine overall best value for a product/service

- Acquisition (Procurement) Risk Evaluation: Assessing Supplier Risk and Opportunity
- Estimating and Contract Pricing
- Plan and communicate sourcing and supply strategies based on forecasted data

STRATEGIC SOURCING

- Establish and execute strategic sourcing plans, in congruence with organizational objectives and sourcing strategies
- Establish and standardize sourcing procedures and business process improvements
- Identify, evaluate, select and implement technologies that support supply management functions throughout the organization
- Spend Analysis Systems
- ERfx Systems
- Leverage spend through identification, prioritization, development and execution of strategies
- Conduct analysis to determine insourcing or outsourcing strategy
- Create new systems and process improvements to help the organization meet sales goals

• Day 02

INTERNATIONAL SOURCING

- Cultural awareness
- Issues in global business
- Infrastructure
- Risk assessment
- Cost benefit and opportunity analysis
- INCOTERMS 2020
- Interpersonal skills for working with other cultures
- Research and benchmarking of potential global suppliers
- Cultural awareness
- Financial issues (Separate lecture on Payments)

- Development of a business case/plan
- Contingency plans and exit strategies
- Country specific governmental regulations (e.g., customs, import/export)
- Brokers/import merchants
- Trade networks/trading companies
- Logistics providers
- Several international payment techniques
- Letters of Credit
- Different sections of documentary letters of credit
- The stand-by letter of credit (SBLC)
- Regulations pertaining to restricted parties and countries
- Import documentation requirements
- Broker arrangements
- Negotiating with other ethnic groups of interest to students

• Day 03

SUPPLIER RELATIONSHIP MANAGEMENT

- SWOT analysis
- Data-mining tools
- Supply base rationalization
- Supplier categories
- Supplier segmentation
- Benefits of good supplier relations
- Confidentiality policies
- Ways of promoting good relations and trust
- Issues in supplier product education and involvement
- Issues in reciprocity
- Concepts of continuous improvement
- Benefits of good supplier relations
- Confidentiality policies
- Ways of promoting good relations and trust
- Issues in supplier product education and involvement
- Issues in reciprocity
- Concepts of continuous improvement
- Supplier partnerships/strategic alliances
- Reverse marketing/supplier development
- Supplier Mentorship
- Early supplier involvement (ESI)

- Supply chain management
- Supply base innovation
- Factors used to analyze a supplier's ability to perform
- Issues in conducting site visits
- Evaluate changes within supplier organization
- Supplier exit strategies

Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
June 23, 2025	June 25, 2025	3 days	3950.00 \$	Spain - Barcelona
Sept. 29, 2025	Oct. 1, 2025	3 days	3250.00 \$	UAE - Dubai
Dec. 15, 2025	Dec. 17, 2025	3 days	3250.00 \$	UAE - Dubai