



LM086: Certified Purchasing Professional Certification

Training Description:

The **Certified Purchasing Professional (CPP)** certification is designed for professionals involved in purchasing, procurement, and supply chain management. This training course covers essential procurement principles, purchasing strategies, negotiation techniques, contract management, supplier evaluation, and risk management. Participants will gain a strong foundation in purchasing best practices, ethical sourcing, and cost-saving methodologies.

The training course is conducted over **five days**, providing both theoretical knowledge and practical applications through case studies, discussions, and exercises.

Training Objectives:

By the end of the training, participants will be able to:

- ✓ Understand the key principles and best practices in purchasing and procurement
- ✓ Develop strategic purchasing plans to improve efficiency and cost-effectiveness
- ✓ Learn supplier evaluation, selection, and performance measurement techniques
- ✓ Enhance negotiation skills to secure better contracts and pricing
- ✓ Gain insights into ethical purchasing, sustainability, and legal considerations
- ✓ Manage risks associated with procurement and supply chain operations
- ✓ Improve inventory and supply chain management strategies
- ✓ Apply procurement-related technology and digital tools effectively

Training Designed for:

This training course is intended for Procurement and Purchasing Managers, Supply Chain and Logistics Professionals, Procurement Officers and Buyers, Sourcing and Category Managers, Contract Managers and Vendor Management Professionals, Business Owners and Entrepreneurs and Anyone seeking a career in purchasing or procurement.

Training Requirement:

“Hand’s on practical sessions, equipment and software will be applied during the course if required and as per the client’s request.”

Contents can be adapted to your specific wishes. It is therefore possible to focus on specific modules of the training course as per client’s learning needs and objectives. Further, it should be forwarded to us a month prior to the course dates.

Training Program:

DAY ONE:

- ❖ **Fundamentals of Purchasing & Procurement**
 - Introduction to Purchasing & Procurement
 - Role of Procurement in Supply Chain Management
 - Procurement Processes & Strategies
 - Understanding the Procurement Cycle
 - Legal & Ethical Aspects in Procurement

- Supplier Relationship Management
- Case Studies & Group Discussions

DAY TWO:

❖ Supplier Evaluation & Negotiation Skills

- Supplier Selection Criteria & Evaluation Methods
- Developing Effective Supplier Relationships
- Understanding Total Cost of Ownership (TCO)
- Procurement Contract Types & Clauses
- Essential Negotiation Skills for Procurement
- Negotiation Planning & Execution Strategies
- Role-Playing & Case Study Exercises

DAY THREE:

❖ Cost Control & Risk Management in Procurement

- Cost Reduction Strategies in Procurement
- Budgeting & Financial Analysis for Purchasing Professionals
- Identifying & Managing Procurement Risks
- Fraud Prevention in Procurement
- Sustainability & Ethical Sourcing Practices
- Compliance & Regulatory Considerations
- Real-World Case Studies

DAY FOUR:

❖ Inventory & Supply Chain Management

- Inventory Management Techniques
- Demand Forecasting & Supplier Collaboration
- Lean Procurement & Just-In-Time (JIT) Strategies
- Warehouse & Logistics Management
- Digital Transformation in Procurement (AI, ERP, E-Procurement)
- Interactive Group Discussions & Problem-Solving

DAY FIVE:

❖ Advanced Procurement Strategies & Certification Prep

- Strategic Sourcing & Category Management
- Procurement Key Performance Indicators (KPIs)
- Measuring Supplier Performance & Benchmarking
- Contract Administration & Compliance Monitoring
- Preparing for the Certified Purchasing Professional (CPP) Exam
- Mock Tests & Exam Strategies

❖ Course Conclusion

❖ POST-ASSESSMENT and EVALUATION

Training Methodology:

This interactive training course includes the following training methodologies as a percentage of the total tuition hours:

- 30% Lectures, Concepts, Role Play
- 70% Workshops & Work Presentations, Techniques, Based on Case Studies & Practical

Exercises, Gamification, Software & General Discussions

- Pre and Post Test

Training Certificate(s):

IoSCM Internationally recognized certificate(s) will be issued to each participant who completed the course.



Training Fees:

TBA As per the course location- This rate includes participant's manual, hand-outs, buffet lunch, coffee/tea on arrival, morning & afternoon of each day.

Note: The 5% VAT (Value Added Tax), will be effective starting 01st of January 2018 as per the new regulation from the UAE Government. The VAT applies for all quotation both for local and abroad.

Training Timings:

Daily Timings:

07:45 - 08:00	Morning Coffee / Tea
08:00 - 10:00	First Session
10:00 - 10:20	Recess (Coffee/Tea/Snacks)
10:20 - 12:20	Second Session
12:20 - 13:00	Recess (Prayer Break & Lunch)
13:00 - 14:00	Last Session

For training registrations or in-house enquiries, please contact:

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