



LM193: Certificate in International Procurement Professional

Training Description:

The Certificate in International Procurement Professional (CIPP) is a specialized training course designed for procurement professionals, supply chain managers, and sourcing specialists who want to excel in global procurement practices. This training course provides an in-depth understanding of international sourcing, strategic supplier management, global contract negotiations, risk mitigation, compliance, and procurement ethics. Participants will gain practical tools and methodologies to optimize procurement processes, enhance supplier relationships and drive cost efficiency while maintaining high standards of quality and compliance in international markets.

Through interactive sessions, real-world case studies, and hands-on exercises, attendees will develop the skills to make strategic procurement decisions, manage global supplier networks and implement best practices aligned with international standards.

Training Objectives:

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

- ✓ Understand global procurement processes, policies, and regulations
- ✓ Develop and implement effective sourcing strategies for international suppliers
- ✓ Conduct supplier evaluations, negotiations, and contract management with a global perspective
- ✓ Manage risks associated with international procurement, including logistics, compliance and market volatility
- ✓ Apply ethical principles and sustainability practices in procurement decisions
- ✓ Leverage digital tools and analytics to optimize procurement performance

Training Designed for:

This training course is intended for Procurement officers and managers, Supply chain and logistics professionals, Sourcing and purchasing specialists, Contract and vendor management professionals, Project managers involved in procurement activities and Professionals seeking international procurement certification.

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:

- ❖ Introduction to International Procurement & Strategic Sourcing
 - Overview of global procurement and supply chain management
 - Procurement roles, responsibilities, and competencies
 - Strategic sourcing framework and its importance

- Understanding global market trends and supplier landscapes
- **Case study:** Successful international procurement strategies
- **Workshop:** Mapping the procurement process

DAY TWO:

❖ **Supplier Selection, Evaluation & Relationship Management**

- Supplier identification and selection criteria
- Supplier qualification and due diligence
- Supplier performance measurement and KPIs
- Building long-term strategic supplier relationships
- Supplier risk assessment and mitigation strategies
- Negotiation techniques for international suppliers

DAY THREE:

❖ **International Contracts & Legal Framework**

- Types of procurement contracts (fixed price, cost-reimbursable, etc.)
- Legal considerations in international procurement
- Contract negotiation strategies and best practices
- Incoterms, customs and import/export regulations
- Handling disputes and conflict resolution
- **Workshop:** Drafting and analyzing procurement contracts

DAY FOUR:

❖ **Risk Management, Compliance & Ethical Procurement**

- Identifying procurement risks: financial, operational, geopolitical
- Risk mitigation strategies and contingency planning
- Ethical procurement practices and sustainability
- Corporate social responsibility (CSR) in procurement
- Compliance with international standards (ISO, UN, WTO)
- **Case study:** Risk management in global procurement

DAY FIVE:

❖ **Digital Procurement, Analytics & Strategic Decision-Making**

- Digital tools in procurement (ERP, e-procurement, AI applications)
- Data analytics for procurement decision-making
- Cost optimization, total cost of ownership (TCO)
- Supplier innovation and collaborative partnerships
- Strategic decision-making for procurement leaders
- Capstone workshop: Developing an international procurement plan

❖ **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:

USD\$ TBA - 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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