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# Certified International Procurement Consultant (CIPC)

8 – 12 March 2027
Barcelona (Spain)



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## Introduction

The Certified International Procurement Consultant program is designed for experienced procurement professionals seeking to move beyond operational purchasing responsibilities and into strategic advisory and decision-making roles. As procurement continues to evolve into a critical business function, organizations increasingly rely on procurement leaders to drive value creation, manage risks, strengthen supply networks, and contribute directly to organizational performance.

This program is specifically tailored for senior procurement professionals, procurement engineers, supply chain specialists, contract managers, and business leaders who already possess a strong foundation in procurement practices. Rather than focusing on transactional procurement activities, the course emphasizes strategic procurement leadership, commercial decision-making, supplier strategy, contract governance, and long-term value optimization.

Participants will examine how procurement strategies influence profitability, operational resilience, project success, and competitive advantage. The program also explores advanced approaches to supplier relationship management, category management, risk mitigation, negotiation strategy, and procurement transformation initiatives.

Through practical case studies, industry-focused scenarios, and strategic frameworks, participants will strengthen their ability to support executive decision-making, manage complex procurement portfolios, and position procurement as a key contributor to organizational growth and sustainability.

## Course Objectives

By the end of this course, participants will be able to:



- Develop procurement strategies aligned with organizational objectives.
- Analyze global supply markets and sourcing opportunities.
- Evaluate commercial, operational, and strategic procurement risks.
- Design advanced supplier management frameworks.
- Apply category management methodologies effectively.
- Assess the financial impact of procurement decisions.
- Implement value-driven sourcing strategies.
- Develop high-value negotiation plans for complex contracts.
- Manage strategic supplier relationships and partnerships.
- Establish procurement governance and compliance frameworks.
- Measure procurement performance using strategic indicators.
- Improve organizational value through procurement initiatives.
- Lead procurement transformation and improvement programs.
- Provide strategic recommendations to executive management.
- Apply consulting methodologies within procurement environments.

## Course Outlines

### Day 1: Strategic Procurement Leadership and Value Creation

- The evolution of procurement as a strategic business function.
- Aligning procurement strategy with corporate objectives.
- Procurement's contribution to profitability and business growth.
- Strategic procurement maturity models.
- Value creation through procurement decision-making.
- Stakeholder engagement and influence strategies.
- Procurement's role in organizational competitiveness.
- Case studies from large industrial and engineering projects.

### Day 2: Advanced Sourcing Strategies and Supply Market Intelligence

- Analyzing global supply market dynamics.
- Identifying sourcing risks and opportunities.
- Strategic sourcing methodologies.
- Multi-source and single-source procurement strategies.
- Long-term sourcing and supplier portfolio planning.
- Supply continuity and resilience strategies.
- Market intelligence for procurement decision-making.
- Industry-focused sourcing scenarios and applications.



## Day 3: Strategic Supplier Management and Advanced Negotiation

- Supplier segmentation and strategic positioning.
- Building long-term supplier partnerships.
- Supplier performance management frameworks.
- Advanced commercial negotiation strategies.
- Multi-party negotiation techniques.
- Managing contract-related disputes and claims.
- Negotiating risk allocation and commercial terms.
- Practical negotiation simulations and case studies.

## Day 4: Risk Management, Contract Strategy, and Value Optimization

- Strategic procurement risk identification.
- Risk assessment and mitigation planning.
- Contract governance and commercial controls.
- Managing contract variations and change orders.
- Total cost of ownership analysis.
- Value engineering and cost optimization approaches.
- Procurement risk monitoring frameworks.
- Strategic decision-making using procurement analytics.

## Day 5: Procurement Consulting and Executive Decision Support

- Procurement consulting methodologies and frameworks.
- Developing executive-level procurement recommendations.
- Procurement governance and compliance leadership.
- Designing strategic procurement performance indicators.
- Measuring procurement value contribution.
- Leading procurement transformation initiatives.
- Integrated case study covering sourcing, contracts, and risk.
- Presentation and evaluation of strategic procurement solutions.

# Why Attend This Course: Wins & Losses!

- Strengthen strategic procurement leadership capabilities.
- Improve executive decision-making skills.
- Enhance supplier strategy and relationship management expertise.
- Develop advanced commercial negotiation capabilities.
- Gain practical tools for managing procurement risks.
- Improve procurement value creation and cost optimization.
- Build expertise in governance and compliance frameworks.
- Support career progression into senior leadership roles.
- Improve procurement contribution to organizational objectives.
- Develop consulting and advisory capabilities within procurement.



## Conclusion

Procurement has evolved far beyond its traditional role of acquiring goods and services. Today, procurement leaders are expected to contribute directly to business strategy, risk management, value creation, and organizational performance. The Certified International Procurement Consultant program addresses these evolving expectations by equipping experienced professionals with the strategic capabilities required to operate at a higher level of influence and responsibility.

The course focuses on advanced procurement concepts that support organizational growth, including strategic sourcing, supplier relationship management, contract governance, commercial negotiation, and procurement transformation. Participants gain practical knowledge that enables them to evaluate complex business situations, make informed procurement decisions, and deliver measurable value to their organizations.

**A key strength of this program is its emphasis on real-world application. Through case studies, industry scenarios, and strategic exercises, participants learn how to address procurement challenges commonly encountered in large projects, industrial operations, engineering environments, and complex supply networks.**

**By the end of the program, participants will possess the knowledge, frameworks, and leadership skills necessary to transition from operational procurement execution to strategic procurement consulting. They will be better positioned to influence organizational decisions, strengthen supplier partnerships, manage risks effectively, and contribute to long-term business success.**

