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# Certified Chief Procurement Officer (CCPO) Course

9 – 13 May 2027
Manama (Bahrain)

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**Ref:** 47_362154 **Date:** 9 – 13 May 2027 **Location:** Manama (Bahrain) **Fees:** 4200 GBP

## Introduction:

Certified Chief Procurement Officer CCPO training explains the work of the chief procurement officer, the executive accountable for how an organisation sources, manages suppliers and turns third-party spend into measurable value. This one-week course is for procurement executives, function heads and senior category and sourcing professionals preparing for leadership, and each delegate leaves with a Procurement Function Strategy and Value Roadmap. It is taught at executive level through multi-sector case studies, set against the CIPS Procurement and Supply Cycle, a stage model of planning, sourcing and contract management, and ISO 20400, the guidance standard for sustainable procurement.

## Course Objectives:

- Define the mandate, decision rights and operating model of an executive-led procurement function and link them to corporate strategy
- Distinguish category management from transactional sourcing and select the approach that fits each major spend category
- Compare supplier relationship management with supplier risk management and apply both to a tiered supply base
- Apply governance, ethics and compliance controls to procurement policy, delegated authority and third-party due diligence
- Interpret spend analytics and total cost of ownership to justify investment in digital procurement and sustainable sourcing
- Justify a procurement function strategy, negotiation stance and performance scorecard to an executive board

## Target Audience:

- Executives who lead the procurement function and decide how its operating model, budget and talent support corporate strategy
- Function heads who own procurement policy and governance and judge where central control or local autonomy works best
- Category and sourcing professionals who build strategies for major spend areas and choose which sourcing approach creates most value
- Senior buying and procurement specialists preparing for function leadership who decide which suppliers warrant strategic investment
- Supply chain and finance leaders who share accountability for third-party spend and weigh cost against risk and resilience

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## Course Outline:

### Day 1: The Chief Procurement Officer Role, Mandate and Enterprise Context

- Chief Procurement Officer Mandate: Decision Rights, Accountabilities and Board-Level Reporting Lines
- Cost Centre vs Value Engine: Two Views of the Procurement Function Compared
- Procurement Maturity Assessment: Diagnosing Current Capability Across People, Process and Technology
- Procurement Strategy Alignment: Linking Category Plans to Corporate Objectives and Budgets
- Stakeholder Mapping: Identifying Budget Holders, Executive Sponsors and Their Buying Priorities

### Day 2: Procurement Frameworks, Operating Models and Category Management Methods

- CIPS Procurement and Supply Cycle: Stages From Need Identification to Contract Review
- Centralised vs Centre-Led Operating Models: Control, Agility and Cost Trade-Offs Compared
- Category Management Life Cycle: Spend Profiling, Market Analysis and Category Strategy Approval
- Supply Positioning Portfolio Analysis: Classifying Spend by Profit Impact and Supply Risk
- ISO 20400 Sustainable Procurement Guidance: Embedding Responsible Sourcing Into Policy and Process

### Day 3: Supplier Relationships, Total Cost and Executive Negotiation in Practice

- Supplier Relationship Management vs Supplier Performance Management: Scope and Governance Compared
- Supplier Segmentation Model: Tiering the Supply Base Into Strategic, Preferred and Transactional Groups
- Total Cost of Ownership Model: Acquisition, Operating, Risk and End-of-Life Costs
- Value Beyond Savings: Measuring Innovation, Working Capital and Revenue Contribution From Suppliers
- Executive Negotiation Planning: BATNA, Concession Strategy and Multi-Party Strategic Supplier Agreements

### Day 4: Procurement Risk, Governance, Compliance and Digital Transformation

- Supplier Risk Register: Financial, Operational, Geopolitical and Concentration Risks Across Supply Tiers
- Procurement Governance Framework: Policy, Delegation of Authority and Segregation of Duties
- Ethics and Anti-Bribery Due Diligence: Conflicts of Interest and Third-Party Compliance Checks
- Source-to-Pay Suite vs Best-of-Breed Tools: Digital Procurement Architecture Choices Compared
- Spend Analytics and Generative AI Use Cases: Data Quality, Controls and Adoption Risks

### Day 5: Case Study Practice: Building the Procurement Function Strategy and Value Roadmap

- Case Study Diagnosis: Applying the Maturity Assessment to a Multi-Sector Procurement Function
- Category Strategy Case Work: Selecting Sourcing Options for Two Contrasting Spend Areas
- Procurement Balanced Scorecard: Savings, Value, Risk, Sustainability and Stakeholder Satisfaction Measures
- Talent Model vs Capability Gaps: Building Skills for the Future Procurement Team
- Procurement Function Strategy and Value Roadmap: Board Presentation and Peer Challenge Review

## Skills You Will Gain:

- Procurement Operating Model Design
- Category Strategy Development
- Supplier Segmentation
- Total Cost of Ownership Analysis
- Supplier Risk Assessment
- Procurement Governance Design
- Spend Analytics Interpretation
- Executive Negotiation Planning

## Why Attend This Course:

- From reporting procurement as a cost line to presenting it to the board as a source of measurable value, risk control and resilience
- From running sourcing events one at a time to leading category strategies matched to each spend area's supply market
- From reacting to supplier failures to anticipating them through a tiered risk register and clear governance controls
- From fragmented plans and metrics to a Procurement Function Strategy and Value Roadmap with a balanced scorecard ready for executive approval

## Conclusion:

Chief procurement officer leadership is the discipline of directing third-party spend so that it advances corporate strategy while keeping cost, risk and ethics under control. The course clarifies three distinctions: a cost-centre function versus a value-focused one, supplier relationship management versus supplier risk management, and integrated source-to-pay suites versus best-of-breed tools. It is the right choice for executives who already lead procurement, and for senior category and sourcing professionals preparing to take on that role, who need strategic judgement rather than an introduction to purchasing practice.

## Frequently Asked Questions FAQ:

### What should delegates know before the Certified Chief Procurement Officer CCPO Course?

Delegates should have several years of procurement, sourcing or supply chain experience and a working knowledge of tendering and contracts. Bringing an organisation chart, a spend summary or a current procurement policy helps, because these documents feed the case work and the final roadmap.

### How does the Certified Chief Procurement Officer CCPO Course differ from a strategic procurement course?

A strategic procurement course concentrates on sourcing and category techniques. This course looks at the whole function from the executive seat: operating model, governance, risk, digital investment, talent and the measures used to report procurement value to a board.

### What separates a Chief Procurement Officer from a procurement manager?

A chief procurement officer sets the direction, governance and operating model for all third-party spend and reports to executive leadership, while a procurement manager runs sourcing activity within that framework. The difference is accountability for enterprise value, risk and talent rather than for individual contracts.

### What does a delegate take back to work after the Certified Chief Procurement Officer CCPO Course?

Each delegate takes back a Procurement Function Strategy and Value Roadmap covering operating model choices, priority category strategies, a supplier risk register, governance controls and a balanced scorecard, refined through peer challenge and ready to adapt for an executive approval discussion.