

CIPP: Certified International Procurement Professional

Istanbul (Turkey)

5 - 9 October 2025

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CIPP: Certified International Procurement Professional

Code: SC28 From: 5 - 9 October 2025 City: Istanbul (Turkey) Fees: 3900 Pound

Introduction

Accredited by the International Purchasing & Supply Chain Management Institute Delaware, USA, this Certified International Procurement Professional CIPP certification program introduces participants to the core principles of international procurement as they relate to global supply chain management.

The CIPP program is a foundational certification offered by IPSCMI that awards the designation of Certified International Procurement Professional Level I to individuals who demonstrate proficiency in the fundamental concepts of international procurement through successful completion of a rigorous certification exam based on the International Purchasing Body of Knowledge IPBOK.

The course covers essential topics such as the basic documentation used in international procurement, legal, political, and organizational considerations, the impact of cultural issues on negotiations, and the regulations governing import/export processes.

Course Objectives

- Learn and implement best-in-class procurement techniques to enhance international purchasing practices.
- Master modern trends in supply chain management and apply them to global procurement operations.
- Improve the process of selecting, developing, and managing suppliers effectively.
- Gain expertise in contract management in international procurement, ensuring successful negotiations and compliance.
- Earn the prestigious CIPP designation and use it to enhance your professional reputation and resume.
- Understand the full spectrum of international procurement processes, regulations, and strategies to optimize supply chain efficiency.

Course Outlines

Day 1: Essentials of Procurement Management and Strategic Cost Control

- Understanding the role of procurement within an organization and its impact on the overall supply chain.
- Building, developing, and effectively managing the procurement function.
- Focus on cost management over price, including long-term cost-saving strategies.
- Personality profiling exercise to enhance communication and negotiation skills.
- Best practices in managing procurement projects.

Day 2: Advanced Procurement Strategies: Commodity Management, Spend Analysis, and Supplier Profiling

- Introduction to commodity-based procurement and its role in streamlining procurement processes.

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- Spend profiling: How to assess and optimize your company's expenditure.
- Supplier profiling: Evaluating your existing suppliers and their alignment with your procurement goals includes real-life case studies.
- Developing high-level commodity strategies and market profiling to understand where your negotiating power lies.

Day 3: Supplier Selection and Tender Process: Case Studies and Best Practices

- Identifying potential suppliers for the tender list and ensuring you choose the best-fit suppliers.
- The tender process: How to manage supplier bids and assess their suitability for your business needs.
- Real-life case studies from FTSE 100 companies, demonstrating best practices in supplier selection.

Day 4: Pricing Strategies, KPIs, SLAs, and Negotiation Techniques

- Building the correct pricing model for products and services, using practical examples.
- Establishing Key Performance Indicators KPIs and appropriate Service Level Agreements SLAs to ensure optimal supplier performance.
- Negotiation techniques: How to position yourself for successful negotiations and achieve the best outcomes.

Day 5: Comprehensive Review and Strategic Discussion on Procurement and Supply Chain Management

- In-depth review of all the key areas covered throughout the course.
- Supply chain management discussion: How procurement directly contributes to the overall success of the organization.

Why Attend this Course: Wins & Losses!

- Achieve the CIPP designation, a globally recognized certification that enhances your career prospects in international procurement.
- Master the latest international procurement trends, allowing you to implement cutting-edge strategies and improve procurement outcomes.
- Gain skills in supplier selection, cost control, and contract management, enhancing your ability to manage international procurement projects efficiently.
- Learn negotiation techniques that empower you to secure favorable contracts with suppliers and vendors.
- Develop a deep understanding of legal, regulatory, and cultural issues in global procurement, ensuring compliance and reducing risk in your supply chain.

Conclusion

This Certified International Procurement Professional CIPP training course equips you with the tools, knowledge, and certification needed to excel in international procurement and supply chain management. By the end of the program, you will have a comprehensive understanding of procurement strategies, supplier management, and contract negotiations, all backed by the highly regarded CIPP certification.

Whether you're looking to enhance your knowledge of international procurement processes or seeking to advance your career with a prestigious procurement certification program, this course provides a complete package for professional development. Prepare to master the complexities of global procurement and take your career to new

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heights with the CIPP designation.

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