

## CIPP: Certified International Procurement Professional

*Munich (Germany)*

*13 - 17 October 2025*

UK Training

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## CIPP: Certified International Procurement Professional

Code: SC28 From: 13 - 17 October 2025 City: Munich (Germany) Fees: 4400 Pound

### Introduction

Accredited by the International Purchasing & Supply Chain Management Institute Delaware, USA, this certification program is geared to introduce the participants to the concepts of international procurement as they apply to international supply chain management.

The CIPP program is a core certification program of IPSCMI which offers the designation of Certified International Procurement Professional Level I to candidates who demonstrate their understanding of the fundamentals of the profession through successful completion of rigorous professional certification examinations based upon the International Purchasing Body Of Knowledge IPBOK.

Basic documentation, including contracts, used in international procurement; legal, political, and organizational considerations; cultural issues within the negotiation process; and government regulations affecting the import/export process.

### Course Objectives

- Learn and implement Best in best-in-class procurement techniques.
- Learn and implement Modern Trends in Supply Chain Management.
- Improve the process of selecting, developing, and managing the Supplier.
- Master of the Contract Management process in Procurement.
- Use the designation CIPP on your business card and resume.

### Course Outlines

#### Day 1: Essentials of Procurement Management and Strategic Cost Control

- Understanding the Role of Procurement within the Organization.
- Successfully Building, Developing, and Managing the Procurement Function.
- Managing Cost, Not Price.
- Personality Profiling Exercise.
- Effectively Managing Procurement Projects.

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

- Commodity / Category-Based Procurement: What Is It?
- Spend Profiling: How to Assess Your Company's Spend.
- Existing Supplier Profiling: How to Assess Your Company's Existing Suppliers Includes a Real-Life Case Study from an FTSE 100 Company.

A graphic of a chessboard with several chess pieces (a king, a queen, a rook, and a pawn) on it, set against a background of concentric circles.

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- Supply Market Profiling: Developing a Complete Understanding of the Supply Market and Knowledge of Where the Power Lies.
- Building High-Level Commodity Strategies.

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

- Identification of Suppliers for the Tender List: Selecting the Right Suppliers for the Tender Includes a Real-Life Case Study from an FTSE 100 Company.
- The Tender Process.

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

- Pricing: Understanding, Selecting, and Building the Correct Pricing Model for Products or Services Including Numerous Worked Examples.
- Key Performance Indicators and Appropriate SLAs.
- Negotiation: Building a Position of Strength for Effective Negotiation.

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

- Detailed, Interactive In-Depth Review of All Key Areas Covered During the Week.
- Supply Chain Management Discussion: The Importance of Procurement to the Success of the Organization as a Whole.



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