

Certified Professional Purchasing Managers (CPPM)

*Rome (Italy)*

*2 - 6 December 2024*

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## Certified Professional Purchasing Managers (CPPM)

Code: SC28 From: 2 - 6 December 2024 City: Rome (Italy) Fees: 4200 Pound

### Introduction

The Certified Professional Purchasing Managers CPPM training course is designed to provide participants with comprehensive knowledge and skills essential for effective purchasing management. This intensive program will cover various aspects of purchasing, procurement, and supply chain management, equipping participants with the tools and techniques necessary to excel as purchasing managers. Earning a Certified Purchasing Manager certification is a crucial step in enhancing your career in purchasing management and improving procurement processes.

### Course Objectives

- Understand the fundamental principles and concepts of purchasing management.
- Explore advanced procurement strategies and best practices in the industry.
- Develop skills in supplier selection, negotiation, and contract management.
- Learn how to optimize procurement processes and improve overall efficiency.
- Prepare for the CPPM certification exam, gaining the knowledge needed to pass successfully.

### Course Outlines

#### Day 1: Fundamentals of Purchasing Management

- Overview of purchasing management: Understanding the role and responsibilities of a purchasing manager.
- Purchasing manager duties: The key responsibilities of a purchasing manager in managing procurement activities.
- Legal and ethical considerations in procurement management.
- Understanding supply chain management and its impact on purchasing processes.
- Introduction to strategic sourcing and identifying the best sourcing practices.

#### Day 2: Procurement Strategies and Best Practices

- Developing procurement strategies that align with organizational goals.
- Supplier relationship management SRM: Building long-term, mutually beneficial relationships with suppliers.
- Cost analysis and Total Cost of Ownership TCO: Understanding the true cost of purchasing decisions.
- Implementing Just-in-Time JIT and Lean procurement practices to streamline processes and reduce waste.
- Risk management in procurement: Identifying and mitigating risks within the purchasing process.

#### Day 3: Supplier Selection and Negotiation

- Supplier identification and evaluation techniques: How to assess and select the right suppliers.
- Vendor qualification and assessment: Ensuring that suppliers meet your organization's standards.

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

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- Negotiation strategies: Tactics to secure the best terms and prices during negotiations.
- Contract management: Key principles in managing contracts to ensure compliance and performance.
- Building sustainable supplier relationships for ongoing success.

#### Day 4: Procurement Process Optimization

- Process mapping and analysis: Identifying inefficiencies and areas for improvement in the procurement cycle.
- Key performance indicators KPIs for procurement success.
- Implementing technology to enhance procurement processes and reduce manual workloads.
- Continuous improvement methodologies: Leveraging Six Sigma and Kaizen for process optimization.
- Change management in procurement: Managing transitions and adapting to new technologies and practices.

#### Day 5: CPPM Certification Preparation

- Overview of the CPPM certification exam structure and requirements.
- Exam format: Understanding the different sections and types of questions you will face.
- Tips and strategies for effective exam preparation.
- Practice questions and mock exams to assess your readiness.
- Review of key concepts and knowledge areas essential for passing the CPPM exam.

#### Conclusion

By the end of this course, participants will have the knowledge and skills necessary to become successful purchasing managers and prepare for the Certified Purchasing Manager CPPM certification. They will understand how to effectively manage procurement processes, negotiate better deals, and build strong relationships with suppliers. Whether you're looking to gain purchasing management international expertise or advance your career with a certificate in purchasing management, this course provides the foundation you need to excel as a global purchasing manager and improve procurement strategies within your organization.

A graphic of a chessboard with several chess pieces (a king, a queen, a rook, and a knight) in gold and silver, set against a background of concentric circles.

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 International House 185 Tower Bridge  
Road London SE1 2UF United Kingdom

 +44 7401 1773 35  
+44 7480 775526

 [Sales@blackbird-training.com](mailto:Sales@blackbird-training.com)

 [www.blackbird-training.com](http://www.blackbird-training.com)

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