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Advanced Course in Certified International Procurement Professional (CIPP)

12 – 16 April 2027
Madrid (Spain)



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Introduction

The Certified International Procurement Professional CIPP program is designed for experienced procurement professionals seeking to move beyond transactional purchasing and develop advanced strategic procurement capabilities that directly support organizational performance, profitability, risk management, and long-term value creation.

Modern procurement leaders are expected to contribute to executive decision-making, supplier strategy, commercial negotiations, contract governance, business continuity, and supply chain resilience. Procurement is no longer viewed as a support function; it has become a strategic business partner that influences competitiveness, operational performance, and organizational sustainability.

This advanced program provides a comprehensive framework for strategic sourcing, supplier portfolio management, commercial contract management, procurement risk governance, value creation, and procurement leadership. Through industry-based case studies, practical exercises, and real-world procurement scenarios, participants will strengthen their ability to manage complex supplier relationships, negotiate high-value agreements, evaluate commercial risks, and align procurement strategies with business objectives.

The course is particularly relevant for procurement managers, senior procurement engineers, sourcing specialists, commercial managers, contract professionals, and supply chain leaders responsible for managing strategic procurement activities in complex business environments.

Course Objectives

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



- Develop procurement strategies aligned with organizational goals and business growth objectives.
- Evaluate procurement's contribution to organizational performance and competitive advantage.
- Design strategic sourcing approaches for critical spend categories.
- Develop supplier segmentation and supplier portfolio management strategies.
- Apply advanced supplier relationship management methodologies.
- Conduct complex commercial evaluations and procurement decision-making processes.
- Lead high-value procurement negotiations and contract discussions.
- Assess procurement risks and implement mitigation strategies.
- Strengthen contract governance and contract performance management practices.
- Evaluate total cost of ownership and value-based procurement decisions.
- Improve procurement performance through strategic performance measurement systems.
- Develop procurement governance frameworks that support transparency and accountability.
- Strengthen supply continuity and procurement resilience capabilities.
- Support executive decision-making through procurement intelligence and market analysis.
- Create a strategic procurement improvement roadmap for long-term organizational value creation.

Course Outlines

Day 1: Strategic Procurement Leadership and Value Creation

- Evolution of procurement from operational purchasing to strategic procurement leadership.
- Procurement's role in organizational performance and competitive advantage.
- Aligning procurement strategy with corporate objectives.
- Procurement governance and executive accountability.
- Strategic procurement operating models.
- Procurement contribution to profitability, growth, and sustainability.
- Procurement maturity assessment frameworks.
- Procurement transformation initiatives.
- Measuring procurement value beyond cost savings.
- Executive procurement leadership case study.

Day 2: Strategic Sourcing and Category Management

- Strategic sourcing methodologies.
- Spend analysis and procurement intelligence.
- Category management frameworks.
- Supply market analysis techniques.
- Supplier market positioning models.
- Developing category strategies for critical spend areas.
- Total cost of ownership analysis.
- Value-based sourcing approaches.
- Strategic sourcing decision-making exercises.
- Procurement strategy simulation workshop.



Day 3: Advanced Supplier Strategy and Relationship Management

- Supplier segmentation models.
- Strategic supplier portfolio management.
- Supplier development and capability enhancement.
- Managing strategic supplier partnerships.
- Supplier performance measurement systems.
- Supplier risk assessment frameworks.
- Supply continuity planning.
- Supplier innovation and collaboration programs.
- Managing supplier dependency risks.
- Advanced supplier strategy case study.

Day 4: Commercial Negotiation, Contract Strategy and Risk Management

- Advanced commercial negotiation strategies.
- Negotiation preparation and leverage analysis.
- Managing complex commercial negotiations.
- Contract strategy development.
- Contract risk allocation principles.
- Performance-based contracting approaches.
- Contract governance frameworks.
- Managing claims, disputes, and contractual challenges.
- Procurement risk management and mitigation planning.
- Commercial negotiation simulation exercise.

Day 5: Procurement Excellence, Performance Management and Executive Decision-Making

- Procurement performance management systems.
- Procurement key performance indicators and value metrics.
- Procurement analytics and executive reporting.
- Procurement contribution to business continuity and resilience.
- Managing procurement during market volatility and supply disruptions.
- Strategic procurement decision-making frameworks.
- Procurement transformation and continuous improvement.
- Procurement leadership in digital and evolving business environments.
- Developing a procurement excellence roadmap.
- Capstone project: Building an integrated strategic procurement plan.



Why Attend This Course: Wins & Losses!

- Strengthen strategic procurement leadership capabilities.
- Improve executive-level procurement decision-making.
- Develop advanced supplier strategy and relationship management skills.
- Enhance commercial negotiation effectiveness.
- Improve contract governance and performance management.
- Strengthen procurement risk management capabilities.
- Improve procurement contribution to business growth and profitability.
- Enhance supply continuity and organizational resilience.
- Develop advanced category management expertise.
- Build value-based procurement strategies.
- Strengthen procurement governance and accountability.
- Create measurable long-term procurement value.

Conclusion

The Certified International Procurement Professional CIPP program from IPSCMI is designed to develop procurement professionals into strategic business leaders capable of influencing organizational performance, managing supplier ecosystems, driving commercial value, and supporting executive decision-making.

The course moves beyond traditional procurement activities and focuses on strategic sourcing, supplier strategy, contract governance, commercial leadership, procurement risk management, and procurement performance excellence. Participants gain practical frameworks and advanced methodologies that can be immediately applied within complex procurement environments.

By integrating procurement strategy, supplier management, commercial decision-making, risk governance, and performance management, participants will be equipped to lead procurement functions that create measurable value, improve organizational resilience, strengthen supplier partnerships, and support sustainable business growth. The program provides the advanced capabilities expected from senior procurement professionals and aligns with the professional maturity associated with internationally recognized procurement certifications.

