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# Certified International Procurement Manager (CIPM)

30 August – 3 September 2027
Madrid (Spain)



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## Introduction

Procurement has evolved far beyond operational purchasing and transactional supplier management. In today's highly competitive and interconnected business environment, procurement leaders are expected to contribute directly to organizational strategy, business growth, risk management, commercial performance, and long-term value creation. Organizations increasingly rely on procurement professionals to optimize supply networks, manage strategic supplier relationships, strengthen contractual performance, and support business continuity in complex market conditions.

The Certified International Procurement Manager CIPM program is designed for experienced procurement professionals seeking to strengthen their strategic, commercial, and leadership capabilities. The course focuses on advanced procurement management practices, enabling participants to move beyond traditional procurement activities and assume a more influential role within their organizations.

Participants will explore strategic sourcing, supplier relationship management, commercial negotiation, contract management, procurement governance, risk mitigation, and performance optimization. The program incorporates real-world industry scenarios, practical applications, and executive-level decision-making frameworks to help procurement leaders drive measurable business outcomes.

Through an integrated approach combining procurement strategy, commercial excellence, supplier collaboration, and organizational leadership, participants will gain the knowledge and tools required to manage procurement functions effectively in complex and dynamic business environments.

## Course Objectives

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

- Develop procurement strategies aligned with organizational objectives and business priorities.
- Evaluate procurement's contribution to organizational value creation and competitive advantage.
- Analyze procurement markets and supplier ecosystems to support strategic decision-making.
- Design advanced sourcing strategies for complex procurement environments.
- Develop supplier relationship management frameworks that improve performance and collaboration.
- Evaluate procurement risks and implement mitigation strategies.
- Apply advanced commercial and contractual management practices.
- Lead complex procurement negotiations and achieve sustainable outcomes.
- Assess procurement performance using strategic metrics and value-based indicators.
- Develop governance frameworks that strengthen procurement accountability and transparency.
- Improve procurement resilience and business continuity capabilities.
- Manage high-value contracts and strategic supplier partnerships.



• Strengthen executive communication and stakeholder management skills.
• Develop procurement transformation initiatives that support long-term organizational success.

## Course Outlines

### Day 1: Strategic Procurement Leadership and Value Creation

• The strategic role of procurement in organizational success.
• Aligning procurement strategies with corporate objectives.
• Procurement as a driver of competitive advantage.
• Value creation beyond cost reduction.
• Strategic procurement portfolio management.
• Procurement leadership and executive influence.
• Procurement transformation and organizational change.
• Developing strategic procurement roadmaps.
• Executive stakeholder management.
• Case study: Procurement-led business transformation.

### Day 2: Strategic Sourcing and Procurement Market Intelligence

• Strategic sourcing methodologies for complex procurement environments.
• Procurement market analysis and intelligence gathering.
• Supplier market assessment techniques.
• Global sourcing strategies and market risks.
• Total Cost of Ownership analysis.
• Procurement category management.
• Supply market positioning and sourcing models.
• Managing sourcing risks in volatile markets.
• Developing sourcing strategies for capital-intensive projects.
• Workshop: Strategic sourcing plan development.

### Day 3: Supplier Relationship Management and Strategic Partnerships

• Supplier segmentation and strategic supplier management.
• Building long-term supplier partnerships.
• Supplier performance management frameworks.
• Supplier development and capability enhancement.
• Collaborative value creation with suppliers.
• Innovation through supplier relationships.
• Managing supplier-related risks.
• Strategic supplier governance models.
• Key supplier engagement strategies.
• Case study: Managing critical supplier ecosystems.



## Day 4: Advanced Contract Management, Risk Management, and Commercial Negotiation

- Contract strategy development for high-value procurements.
- Allocation and management of contractual risks.
- Managing contract changes and variations.
- Claims management and dispute resolution.
- Commercial risk assessment and mitigation.
- Advanced negotiation planning and execution.
- Negotiation strategies for complex commercial agreements.
- Managing multi-party contractual relationships.
- Practical negotiation simulation.
- Case study: High-value engineering and construction contracts.

## Day 5: Procurement Governance, Organizational Performance, and Procurement Excellence

- Procurement governance frameworks and accountability.
- Procurement performance measurement and reporting.
- Strategic procurement performance indicators.
- Procurement compliance and ethical standards.
- Business continuity and supply resilience planning.
- Procurement maturity assessment.
- Procurement excellence and continuous improvement.
- Procurement digital transformation initiatives.
- Capstone procurement leadership project.
- Development of a personal procurement leadership action plan.

## Why Attend This Course? Wins & Losses!

- Strengthen strategic procurement leadership capabilities.
- Enhance decision-making in complex procurement environments.
- Improve supplier relationship management effectiveness.
- Develop advanced contract and commercial management skills.
- Strengthen procurement governance and compliance practices.
- Improve procurement contribution to business performance.
- Enhance procurement risk management capabilities.
- Build stronger negotiation and stakeholder management skills.

## Conclusion

Procurement management has become a strategic business function that directly influences organizational performance, competitiveness, and long-term sustainability. Modern procurement leaders are expected to contribute far beyond purchasing activities by creating value, managing risk, developing strategic supplier relationships, and supporting organizational growth through informed decision-making.



The Certified International Procurement Manager CIPM program provides a comprehensive framework for developing advanced procurement leadership capabilities. By combining procurement strategy, supplier management, contract governance, risk management, negotiation excellence, and organizational performance improvement, the course equips participants with the competencies required to lead procurement functions in complex and demanding environments.

Through practical applications, industry-relevant case studies, and executive-level discussions, participants will strengthen their ability to manage procurement strategically while supporting broader organizational objectives. The program focuses on delivering measurable business value, improving procurement effectiveness, and enhancing leadership capabilities within procurement organizations.

**Upon completion, participants will be equipped to lead procurement transformation initiatives, manage strategic supplier networks, strengthen governance and compliance practices, optimize procurement performance, and contribute meaningfully to organizational success and sustainable growth.**

