Professional Procurement Certification (CIPS / CPSM)

25 – 29 January 2027
Milan (Italy)



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Introduction

Procurement has evolved into a strategic business function that directly influences organizational performance, financial sustainability, supply chain resilience, and long-term competitive advantage. Modern procurement professionals are expected to move beyond transactional purchasing by developing sourcing strategies, managing supplier relationships, optimizing commercial value, mitigating supply chain risks, and supporting organizational objectives through data-driven decision-making. As global markets become increasingly interconnected and supply chains more complex, organizations require procurement leaders who can balance cost, quality, sustainability, compliance, and operational continuity.

The Professional Procurement Certification CIPS / CPSM provides a comprehensive and advanced framework for developing strategic procurement capabilities aligned with internationally recognized procurement standards and best practices. Rather than focusing on routine purchasing activities, the program emphasizes procurement strategy, category management, strategic sourcing, supplier relationship management, commercial negotiations, contract management, procurement governance, and enterprise risk management.

Participants explore advanced procurement methodologies for analyzing procurement markets, developing sourcing strategies, managing supplier portfolios, negotiating complex commercial agreements, optimizing procurement performance, and integrating sustainability into procurement operations. The program also examines procurement analytics, digital procurement transformation, spend analysis, procurement governance, and performance measurement to support value creation across the entire supply chain.

Through real-world procurement scenarios, strategic case studies, commercial negotiations, and applied procurement exercises, participants strengthen their commercial judgment, strategic thinking, and leadership capabilities while developing practical solutions to complex procurement and supply chain challenges.

Course Objectives

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



- Develop procurement strategies aligned with organizational objectives.
- Design advanced category management frameworks.
- Analyze procurement markets and supplier capabilities.
- Perform strategic spend analysis to identify value opportunities.
- Develop sourcing strategies for complex procurement environments.
- Apply advanced supplier evaluation and qualification methodologies.
- Build strategic supplier relationship management programs.
- Conduct complex commercial negotiations.
- Develop and manage high-value procurement contracts.
- Assess procurement, commercial, and supply chain risks.
- Apply procurement governance and compliance frameworks.
- Integrate sustainability and ethical procurement practices into sourcing decisions.
- Develop procurement KPIs and performance measurement systems.
- Utilize procurement analytics to support strategic decision-making.

Course Outlines

Day 1: Strategic Procurement and Category Management

- The strategic role of procurement in organizational performance.
- Aligning procurement strategy with corporate objectives.
- Procurement market analysis and intelligence.
- Advanced spend analysis methodologies.
- Category management strategy development.
- Total Cost of Ownership TCO analysis.
- Procurement portfolio management.
- Strategic procurement case study.

Day 2: Strategic Sourcing and Supplier Relationship Management

- Advanced sourcing strategy development.
- Supplier segmentation and portfolio management.
- Supplier qualification and capability assessment.
- Strategic supplier relationship management.
- Supplier performance measurement frameworks.
- Advanced commercial negotiation techniques.
- Managing supplier collaboration and innovation.
- Procurement negotiation simulation.



Day 3: Contract Management, Governance, and Risk Management

- Strategic contract planning and development.
- Advanced commercial contract management.
- Contract performance monitoring.
- Procurement governance frameworks.
- Enterprise procurement compliance.
- Supply chain and procurement risk management.
- Contract dispute prevention and resolution.
- Procurement risk assessment workshop.

Day 4: Digital Procurement, Sustainability, and Procurement Analytics

- Digital procurement transformation.
- E-procurement platforms and automation.
- Procurement analytics and business intelligence.
- Artificial intelligence applications in procurement.
- Sustainable procurement strategies.
- ESG integration into procurement decisions.
- Ethical sourcing and responsible procurement.
- Digital procurement case studies.

Day 5: Procurement Leadership and Enterprise Value Creation

- Leading procurement transformation initiatives.
- Procurement performance management.
- Developing procurement KPIs and scorecards.
- Measuring procurement value creation.
- Continuous improvement in procurement operations.
- Global procurement best practices and benchmarking.
- Integrated procurement strategy project.
- Final procurement assessment and executive presentation.

Why Attend This Course: Wins & Losses!

- Develop a strategic approach to modern procurement management.
- Strengthen commercial decision-making capabilities.
- Improve supplier relationship and contract management.
- Enhance procurement governance and compliance practices.
- Apply internationally recognized procurement methodologies.
- Improve negotiation and sourcing performance.
- Support supply chain resilience and risk mitigation.
- Integrate sustainability into procurement strategies.
- Utilize procurement analytics for better business decisions.
- Gain practical experience through complex procurement case studies.



Conclusion

The Professional Procurement Certification CIPS / CPSM provides a comprehensive and strategic framework for developing advanced procurement capabilities that extend well beyond traditional purchasing activities. In today's dynamic business environment, procurement professionals are expected to contribute directly to organizational performance by delivering value, strengthening supply chain resilience, managing commercial risks, and supporting long-term strategic objectives through informed procurement decisions.

The program begins by establishing a strong foundation in strategic procurement, category management, market analysis, and spend management before progressing into advanced sourcing methodologies, supplier relationship management, commercial negotiations, and contract management. Participants develop the ability to evaluate procurement markets, design sourcing strategies, manage supplier portfolios, and negotiate commercial agreements that balance cost, quality, sustainability, and operational performance.

The course also explores procurement governance, enterprise risk management, digital procurement transformation, procurement analytics, and sustainable sourcing practices that enable organizations to improve procurement efficiency while maintaining compliance with international standards and ethical business practices. Through practical case studies, procurement simulations, and real-world commercial scenarios, participants strengthen their analytical capabilities, commercial judgment, and strategic decision-making skills in increasingly complex procurement environments.

The final stage of the program focuses on procurement leadership, performance management, continuous improvement, and value creation. By integrating internationally recognized procurement methodologies with practical business applications, participants develop the expertise required to lead procurement transformation initiatives, optimize supplier performance, improve procurement governance, and build procurement functions that contribute directly to organizational growth, operational excellence, and long-term competitive advantage.

