

CIPM — Certified International Procurement Manager

Training Overview

An advanced, management-level program focused on strategic procurement leadership: category strategy, risk governance, contract/commercial management depth, cross-functional influence, global sourcing and logistics interfaces, and performance systems aligned to managerial exam outcomes.

Training Objectives

By the end of this training, Participants will be able to:

1. Build category strategies and translate them into sourcing pipelines
2. Design procurement governance, KPIs, and compliance systems
3. Manage supplier risk, performance, and remediation at portfolio level
4. Lead complex negotiations and contract lifecycle decisions
5. Apply international procurement considerations (logistics, trade terms, risk) in scenarios
6. Solve manager-level exam cases using structured decision frameworks

Training Audience

Procurement managers, senior buyers, category leads, contract managers, supply chain managers, project procurement leads, and high-potential procurement professionals.

Training Duration

3 days

Day length: 6–7 hours/day with case labs and daily mock blocks

Training Methodology

Executive-style workshops (35%), strategic tool application (25%), case labs (25%), exam drills (15%)

Gamification

“Category War Room Simulation”

- Teams run 3 categories through the week with changing market shocks
- Points for: savings quality (not just %), risk reduction, compliance, stakeholder satisfaction
- Badges: “Category General”, “Risk Commander”, “Contract Hawk”, “SRM Governor”
- Final day: board-style presentation judged on clarity, defensibility, and governance

Day-by-Day Outline

Day 1 — Strategic Procurement Management Foundations + Category Strategy

- Procurement strategy vs business strategy alignment
- Operating model: centralized/decentralized/hybrid, category structures
- Stakeholder management: influence, governance, decision forums
- Policy and compliance design: authority matrix, ethical guardrails
- Performance system: KPI tree (cost, service, risk, compliance, ESG)
- Category segmentation, spend analytics, demand management levers
- Market analysis: supply markets, forces, supplier power, cost drivers
- Practice: build a procurement scorecard + governance RACI + category one-pager; exam drills

Day 2 — Advanced Sourcing + International Considerations + Contracts

- Strategy options: bundling, standardization, dual sourcing, frameworks
- Pipeline planning: sourcing waves and value tracking
- Global sourcing: supplier search, qualification, cultural/geo risks
- Total landed cost: freight, duties, lead time, inventory, FX impacts
- Incoterms (practical use), logistics interface and responsibilities
- Advanced RFx: multi-stage sourcing, e-auctions (when/when not)
- Contract lifecycle: planning, drafting, negotiation, execution, renewal/exit
- Clause logic: scope, acceptance, change control, SLAs, liabilities, termination
- Practice: global sourcing decision case + TLC comparison + contract red-flag clinic; exam drills

Day 3 — Supplier Risk + SRM Governance + Negotiation Leadership + Capstone

- Supplier risk taxonomy: operational, financial, geopolitical, compliance, ESG
- Risk controls: dual sourcing, buffers, audits, contingency plans
- SRM governance: QBRs, escalation ladder, remediation plans
- Continuous improvement: supplier development vs replacement decisions
- Negotiation leadership: team roles, agenda control, concession strategy
- Dispute prevention and claim readiness (practical controls)
- Full capstone: war-room board presentation + mini-mock + final readiness plan