



**Scandinavian Academy**  
Training and Development AB

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# Course: International Procurement Professional (CIPP) Certification Preparation Course

Code	City	Hotel	Start	End	Price	Language - Hours
PI-842	Beirut (Lebanon)	Hotel Meeting Room	2027-02-08	2027-02-12	2550 €	En - 25

## Introduction

The International Procurement Professional (CIPP) Certification Preparation Course, accredited by the International Purchasing & Supply Chain Management Institute (IPSCMI), is meticulously designed to equip professionals with the essential knowledge and skills required to navigate the complexities of international procurement within the realm of supply chain management.

This comprehensive program lays a solid foundation in international procurement principles and practices, aligning with the rigorous standards set forth by IPSCMI. Participants will gain an in-depth understanding of global procurement concepts, exploring its intricate dynamics and strategic methodologies.

Throughout the course, participants will delve into various facets of international procurement, including essential documentation, contract management, legal and political considerations, and organizational factors impacting procurement processes. Additionally, the course will cover cultural nuances in negotiation strategies and the influence of government regulations on import/export procedures, ensuring a well-rounded grasp of the global procurement landscape.

Upon successful completion, candidates will not only develop a comprehensive understanding of international procurement but will also be well-prepared to undertake the Certified International Procurement Professional (Level I) examination. This prestigious designation validates proficiency in the fundamentals of procurement, as assessed through the International Purchasing Body of Knowledge (IPBOK).



## Course Objectives

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

- Implement best-in-class procurement techniques to enhance efficiency and cost-effectiveness.
- Stay updated with modern trends in supply chain management and global sourcing.
- Optimize the process of supplier selection, development, and management.
- Master the contract management process within procurement functions.
- Earn the CIPP designation, enhancing their professional credentials and career prospects.

## Target Audience

- Procurement professionals seeking international certification.
- Supply chain managers and decision-makers in procurement functions.
- Contract and purchasing officers managing global procurement operations.
- Business owners and entrepreneurs involved in import/export activities.
- Any professional aiming to enhance their procurement skills and career advancement.

## Course Outline

### Module 1: Strategic Role of Procurement

- Understanding procurement's role in organizational success.
- Developing a strategic procurement function.
- Key procurement methodologies and best practices.

### Module 2: Supplier & Cost Management



- Managing cost vs. price: Techniques for cost reduction and value optimization.
- Supplier profiling & evaluation: Assessing supplier capabilities and performance.
- Spend analysis & profiling: Analyzing procurement data for strategic insights.
- Real-world case study from an FTSE 100 company.

### **Module 3: Procurement Planning & Project Management**

- Effective procurement project management methodologies.
- Commodity/category-based procurement: How to categorize and manage spending.
- Developing high-level commodity strategies.
- Supply market profiling: Understanding power dynamics and market trends.

### **Module 4: Tendering & Contract Negotiation**

- Tender process management: Steps, best practices, and real-world applications.
- Selection of suppliers for tenders, supported by case studies.
- Pricing models in procurement: Selecting the right pricing structure for services/products.
- Establishing Key Performance Indicators (KPIs) and Service Level Agreements (SLAs).
- Negotiation techniques: Building a position of strength for effective outcomes.

### **Module 5: Practical Implementation & Final Review**

- Interactive review session covering key concepts and practical applications.
- Live procurement scenarios and exercises to reinforce learning.
- Discussion on procurement's role in the overall success of supply chain management.
- Final preparation for the CIPP certification exam.



The Scandinavian Academy for Training and Development adopts the latest scientific and professional methodologies in training and human resource development, aiming to enhance the efficiency of individuals and organizations. Training programs are delivered through a comprehensive approach that includes:

- Theoretical lectures supported by PowerPoint presentations and visual materials (videos and short films).
- Scientific evaluation of participants before and after the program to measure progress and knowledge acquisition.
- Brainstorming sessions and practical role-playing to simulate real-life scenarios.
- Case studies tailored to align with the training content and participants work nature.
- Assessment tests conducted at the end of the program to evaluate the achievement of training objectives.

Each participant receives the training material (both theoretical and practical) in printed form and saved on a CD or flash drive. Detailed reports, including attendance records, final results, and overall program evaluations, are also provided.

Training materials are prepared professionally by a team of experts and specialists in various fields. At the end of the program, participants are awarded a professional attendance certificate, signed and accredited by the Scandinavian Academy for Training and Development.

### **Program Timings:**

- 9:00 AM to 2:00 PM in Arab cities.
- 10:00 AM to 3:00 PM in European and Asian cities.

### **The program includes:**

- A daily Coffee Break provided during the sessions to ensure participants comfort.