Course Facilitator:
Dr. LeRoy H. Graw
President and CEO
International Purchasing and
Supply Chain Management
Institute (IPSCMI)

Award & Qualifications:
- National Contract Management Association (NCMA) Educator of the Year Award
- Who’s Who in America and the World

Author of the following:
- Service Purchasing
- Cost and Price Analysis
- What Every Buyer Should Know
- Commercial Contracting, Otherwise Known as Purchasing
- Handbook of International Business Negotiation
- Certification Programs in International Purchasing Management and International Supply Chain Management

Co-author of the following:
- Previous edition of the Certified Purchasing Manager Study Guide
- The Certified Purchasing Manager Diagnostic Examination
- The National Association of Purchasing Management Glossary of Key Purchasing Terms

Attend this certification course to learn the various aspects on International Sourcing:
- Develop global procurement plans stemming from organizational goals
- Establish the process of developing the total landed cost of acquisition
- Examine the different methods of procurement available in global sourcing
- Discover the different methods of acquisition (direct, off-shore buying office, etc.) for global sourcing
- Learn how global negotiations differ from domestic negotiations.
- Discuss how different business customs and courtesies of key nationalities affect the offshore sourcing process.
- Gain insights into the different laws governing contracts from offshore suppliers (CISG and Domestic Contract Law) and how they impact on risk of buyer contract performance
- Explain the various customs laws, regulations, and tariffs and how they affect the supply management process.
- Analyze several global trade barriers and how they affect the global sourcing process
- Find out provisions/clauses appropriate for inclusion in the international contract for purchase
- Based on economic, political, and trade-related factors, Determine whether to denominate a contract in dollars or in the (foreign) currency of the offshore supplier.
- Understand how currency devaluations and revaluations of foreign currencies affect the prices paid by domestic buyers and foreign suppliers
- Master the documentation required in international trade
- Explore the several different methods of payment available for offshore purchases and which of those are most advantageous to the buyer

FREE TAKEAWAY!!
- Free International Purchasing and Supply Chain Management Institute (IPSCMI) VIP Membership
  - The benefits delegates will gain through this membership include:
    ✓ Increase in personal professionalism, quality, knowledge and skill
    ✓ Receiving free periodic mailings of recent developed materials, articles and news reports
IPSCMI is a prestigious professional institute offering purchasing and supply chain management certifications throughout the world in all modes of instruction, including conventional public seminars, online courses, in-house seminars and other distance learning modes.

IPSCMI’s purchasing and supply chain management courses and programs are provided around the world by a complete network of alliance partners which contract with IPSCMI for collaboration in conducting the IPSCMI programs. More than 60,000 professionals from 42 countries worldwide have been certified by IPSCMI so far.

**BENEFITS OF CERTIFICATION**

Professional certification offers individuals a wide range of important benefits. The certification designation demonstrates to current and potential employers that the employee possesses a solid foundation of experience and education in a field of endeavor that can have a positive impact on bottom-line results. Certification symbolizes knowledge and accomplishment and is highly regarded by colleagues and employers. As a certified professional, the employee can proudly join a successful group of professionals who are enriching and advancing their careers and their chosen professions. Specific benefits include the following:

Professionalism -- Certification indicates a high level of professionalism to both coworkers and customers, increasing one’s value in the market place.

Leadership -- Certification signifies an employee as dedicated to continuous improvement of himself/herself.

Recognition -- Only a small fraction of professionals ever achieve certification, indicating that they are a leading professional in their fields.

Knowledge -- Certification will improve one’s understanding of the most current processes and trends in one’s profession.

Ethical Behavior—Individuals who become certified must subscribe to a rigorous code of ethics appropriate to the specific profession.

**WORKSHOP OVERVIEW**

The sourcing function is in the midst of unprecedented change. The transformation is being driven by globalization in consumer and supplier markets, as well as by rapid technological advances that facilitates procurement on any scale.

This certification course focuses on the new tools of sourcing success, including e-commerce and internet strategies; supply-chain management technology, including eRFx systems, auction sites and bid optimization; strategic sourcing initiatives; offshore and international sourcing, and much more.

This course provides guidance on supplier relationships and partnerships, opportunities for cost reduction, electronic and paperless management, global sourcing opportunities and more.

At the completion of the course, delegates take the 80 multiple choice question and upon passing, will be awarded ‘Certified International Sourcing Manager’ from the International Purchasing and Supply Chain Management Institute.

**WHY YOU SHOULD ATTEND**

The purpose of this course is to provide students with an in-depth understanding of the theoretical as well as practical aspects of sourcing management, particularly, how it fits into an overall supply chain management strategy. Delegates who complete this course will acquire the necessary skills to:

- Assure sourcing and on-time delivery of best priced best quality materials to maximize production capacity
- Find the right supplier and effectively execute supplier relationship management for win-win partnerships
- Find solutions to sourcing bottlenecks and risks to ensure on-time delivery of materials
- Be equipped on streamlining and optimizing the whole business process
- Master advance cost techniques translating to reduction of waste and inefficiency of supply chain
- Learn how to encourage suppliers early in new product or service development and foster innovation

**ISO 9001**

The Certification programs of the International Purchasing and Supply Chain Management Institute (IPSCMI) of Lewes, Delaware have been verified and determined to meet all the Quality Management System (QMS) requirements of International Organization for Standardization (ISO) Standard 9001, to include the Quality Management requirements, requirements for Quality Systems Administration, requirements for Process/Product Operations, and requirements for Quality Control.

**WHO SHOULD ATTEND:**

This program is uniquely designed and will be of particular benefit to Chief Executive Officers, Chief Financial Officers, Chief Operating Officers and Chief Sourcing Officers, Directors, Heads, Vice Presidents and Senior Managers of the following departments:

- Procurement
- Supply Chain
- Purchasing
- Logistics
- Supplier Enablement
- Manufacturing
- Commodities
- Worldwide Engineering
- Supply Assurance
- Materials
- Production/Strategic Sourcing
- Operations
- Inventory
- Finance
- Business
- Buyers

as well as any other managers with responsibilities for developing strategies and managing the supply chain from capital projects through manufacturing, marketing and customer services as well as those covering sourcing, systems, finance and distributions within a company or an organization.

**PRE-COURSE QUESTIONNAIRE**

To ensure that you gain maximum value from this course, a detailed questionnaire will be forwarded to you upon registration to establish your exact training needs and issues of concern. Your completed questionnaire will be analysed by the course trainer prior to the event and addressed during the event. You will receive a comprehensive set of course documentation to enable you to digest the subject matter in your own time.
CONTINUATION OF INTERNATIONAL SOURCING

Negotiating With Chinese  
Negotiating With Americans  
Negotiating With Japanese  
(and/or other ethnic groups of interest to students)

SUPPLIER RELATIONSHIP MANAGEMENT

SWOT analysis  
Data-mining tools  
Supply base rationalization  
Supplier categories  
Supplier segmentation  
Benefits of good supplier relations
Confidentiality policies
Ways of promoting good relations and trust
Issues in supplier product education and involvement
Issues in reciprocity
Concepts of continuous improvement
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Confidentiality policies
Ways of promoting good relations and trust
Issues in supplier product education and involvement
Issues in reciprocity
Concepts of continuous improvement
Supplier partnerships/strategic alliances
Reverse marketing/supplier development
Supplier Mentorship
Early supplier involvement (ESI)
Supply chain management
Supply base innovation
Factors used to analyze a supplier’s ability to perform
Issues in conducting site visits
Evaluate changes within supplier organization
Supplier exit strategies
IN ADDITION: One or more Sourcing Cases

DAY 1

SOURCING

- CISM Body of Knowledge  
- Analyzing potential sources of goods or services  
- Evaluate competitive offerings to determine overall best value for a product/service  
- Acquisition (Procurement) Risk Evaluation: Assessing Supplier Risk and Opportunity  
- INCOTERMS 2010  
- Estimating and Contract Pricing  
- Plan and communicate sourcing and supply strategies based on forecasted data
IN ADDITION: One or more Sourcing Cases

DAY 2

STRATEGIC SOURCING

- Establish and execute strategic sourcing plans, in congruence with organizational objectives and sourcing strategies  
- Establish and standardize sourcing procedures and business process improvements  
- Identify, evaluate, select and implement technologies that support supply management functions throughout the organization  
- Spend Analysis Systems  
- ERfx Systems  
- Leverage spend through identification, prioritization, development and execution of strategies  
- Conduct analysis to determine insourcing or outsourcing strategy  
- Create new systems and process improvements to help the organization meet sales goals
IN ADDITION: One or more Sourcing Cases

DAY 3

INTERNATIONAL SOURCING

- Cultural awareness  
- Issues in global business  
- Infrastructure  
- Risk assessment  
- Cost benefit and opportunity analysis  
- Interpersonal skills for working with other cultures  
- Research and benchmarking of potential global suppliers  
- Cultural awareness  
- Financial issues (Separate lecture on Payments)  
- Development of a business case/plan  
- Contingency plans and exit strategies  
- Country specific governmental regulations (e.g., customs, import/export)  
- Brokers/import merchants  
- Trade networks/trading companies  
- Logistics providers  
- Several international payment techniques  
- Letters of Credit  
- Different sections of documentary letters of credit  
- The stand-by letter of credit (sblc)  
- Regulations pertaining to restricted parties and countries  
- Import documentation requirements  
- Broker arrangements
IN ADDITION: One or more Sourcing Cases

DAY 4

CONTINUATION OF INTERNATIONAL SOURCING

Negotiating With Chinese  
Negotiating With Americans  
Negotiating With Japanese  
(and/or other ethnic groups of interest to students)

SUPPLIER RELATIONSHIP MANAGEMENT

SWOT analysis  
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Evaluate changes within supplier organization
Supplier exit strategies
IN ADDITION: One or more Sourcing Cases

DAY 5

REVIEW OF BODY OF KNOWLEDGE, PREPARATION FOR CISM EXAM, AND CONDUCT OF CISM EXAM

- Review of CISM Body of Knowledge  
- Exam Taking Tips  
- Student CISM Examination (3 hours, 80 multiple-choice questions)

Program Schedule
(Day 1 – Day 5)

08:30 Registration
09:00 Morning Session Begins
10:40 - 11:00 Refreshments & Networking Break
12:45 Luncheon
14:00 Afternoon Session begins
15:30 - 15:50 Refreshments & Networking Break
17:00 Course Ends

In-House Training

Cost effective In-house courses, tailored specifically to your organisation’s needs, can be arranged at your preferred location and time. If you would like to discuss further, please contact our In-house division at iht@unistrategic.com.
Dr. LeRoy H. Graw has an international reputation as a purchasing and supply chain manager, trainer and consultant. He has more than 40 years of purchasing practitioner experience, including more than 24 years of experience in the public sector and more than 15 years of experience in the private sector. His 24 years of public sector experience includes 18 years as a senior level Purchasing Manager and 6 years as a senior level Contracts Manager for Federal Contractors/Suppliers. His 12 years of experience in the private sector include positions as Purchasing Manager, Materials Manager and Supply Chain/Logistics Manager. He has held positions with or reviewed the purchasing systems of 13 different “Fortune 500” companies.

He has also served as a National Officer with the Federal Acquisition Regulation and Subcontracts Buyers Group of the National Association of Purchasing Management/Institute of Supply Management. He is the former President and National Director, San Gabriel Chapter, National Contract Management Association and formerly served as a member of the Certified Purchasing Manager Examination Item Writing Committee with the National Association of Purchasing Management.

He is awarded by National Contract Management Association "Educator of the Year" in 1998. He is also published in Who’s Who in the West, Who’s Who in America and Who’s Who in the World. He is considered by many to be the “Best Purchasing Instructor in the World”.

During Dr. Graw’s 39 years of purchasing practitioner experience, he taught purchasing and supply chain management for 21 different top level universities in the United States, Far East and Middle East. He is currently on the adjunct faculty at University of California Los Angeles, Boise State University, Royal Roads University, Western International University and Central Michigan University.

Dr. Graw is the author and co-author for many books and guides in the industries relating to procurement or purchasing and supply chain management, for example “C.P.M Study Guide”, “C.P.M Diagnostic Examination”, “What Every Buyer Should Know”, “Commercial Contracting, Otherwise known as Purchasing”, “Handbook of International Business Negotiation” and so on. He is also the author of certification programs in International Purchasing Management and International Supply Chain Management. He is the author of more than 50 different courses in Purchasing and Supply Chain Management courses and teaches all of them both conventional and online mode.

Dr. Graw holds a Bachelor of Science Degree from the U.S. Military Academy at West Point, a Master of Commerce (MBA) degree from the University of Richmond and a Doctorate in Curriculum and Education Administration from the University of Southern California.

Partial list of companies that have benefitted from Dr. Graw’s expertise:

- Talisman
- PT. Pertamina EP
- Standard Chartered Bank
- Bank Negara Malaysia
- Government of the People’s Republic of China
- Bank Danamon Indonesia
- CNOOC SES Ltd
- Petron Corporation
- PT. Pertamina Persero
- PTT Global Chemical Plc
- Hewlett Packard
- PetroChina
- Volkswagen
- Sri Lanka Telecom
- Industrial and Commercial Bank of China
- China National Offshore Oil Corporation
- US Postal Service, the US Department of Energy
- US General Services Administration
- US Department of Defense
- CUEL Limited
- Sime Darby
- Siemens
- Sinopec-China Petroleum
- American Airlines
- China Mobile
- Huawei Technologies
- Beijing Modern Management Technology Exchange Center
- Beijing Five Star Universe International Culture Exchange Center
- The Chinese State-Owned Enterprise Restructuring Agency
- Cement Industries Malaysia
- Alcatel Corporation
- Apple
- Lucent Technologies
- B.Braun Medical Industries
- Defence Science & Technology Agency

Testimonials:

“The curriculum was broad based and relevant. I was able to put my education into practice on a daily basis.”
~ Manager of Strategic Sourcing

“I wish to congratulate myself and the students who passed the recent Certification exam. I also want to thank Dr. Graw for the instructional job well done. Great job!!”
~ Purchasing Manager

“Dr. Graw’s class was superb! I am grateful for the opportunity to study under Dr. Graw! I intend to take his next course.”
~ Certified Professional Purchasing Manager