

Unlock Your Potential, Accelerate Your Career with COBAF-P

- *Procurement is a most strategic and exciting management position!
- *It is the interface between demand and supply!
- *Well-informed managers make well-informed decisions to improve profits and cash flow!

Sound, overall business knowledge is the key to success!

The COBAF-P certification program is designed to quickly help you and your company succeed!

Improve your procurement space, manage suppliers, costs, and risks effectively!

Accounting & Finance knowledge can significantly contribute to the career progression of procurement managers in the following ways:

1. Enhanced Financial Acumen: Accounting & finance knowledge provides procurement managers with a deeper understanding of financial concepts, such as financial statements, ratios, and cost analysis.

This expanded financial acumen helps them communicate effectively with finance teams, senior management, and stakeholders. It positions them as strategic partners who can contribute to financial discussions, provide insights on cost-saving opportunities, and make informed decisions that align with the organization's financial goals.

2. Improved Decision-Making: Procurement managers with accounting & finance knowledge can make more informed and data-driven decisions. They can analyze financial data, assess the financial viability of procurement options, and evaluate the potential risks and benefits.

This ability to consider financial implications enhances their decision-making skills and enables them to make choices that align with the organization's financial and operational objectives.

3. Expanded Responsibilities: Accounting & finance knowledge allows procurement managers to take on additional responsibilities within the organization. They can contribute to financial planning, budgeting, and forecasting processes by providing insights and recommendations based on their understanding of financial statements and cost analysis.

This expanded role not only adds value to the procurement function but also positions them for broader leadership opportunities within the organization.

4. Strategic Influence: With accounting & finance knowledge, procurement managers can better understand the financial impact of procurement decisions and effectively communicate the value they bring to the organization. They can align procurement strategies with financial goals, identify cost-saving opportunities, and optimize processes to contribute to overall profitability and financial performance.

This strategic influence can open doors to cross-functional collaboration and elevate their role within the organization.

5. Career Advancement Opportunities: Accounting & finance knowledge enhances the skill set of procurement managers, making them more versatile and valuable to the organization. It increases their potential for career advancement by opening doors to higher-level positions such as senior procurement management, financial management, or broader supply chain roles.

Their ability to contribute to financial decision-making, cost optimization, and risk management can set them apart and position them for greater career opportunities.

6.Credibility and Professional Growth: Accounting & finance knowledge & adds credibility to procurement managers' skill set and can enhance their professional growth. It demonstrates a commitment to continuous learning and professional development.

In summary, accounting & finance knowledge equips procurement managers with the financial acumen and decision-making skills necessary for career progression. It expands their responsibilities, enhances their strategic influence, and opens doors to higher-level positions within the organization. With accounting & finance knowledge, procurement managers can drive financial value, contribute to organizational goals, and position themselves for long-term career growth.

Earn an accredited certification from International Purchasing and Supply Chain Management Institute, USA (IPSCMI) - an international certification that is globally recognized.

International Purchasing and Supply Chain Management Institute, USA (IPSCMI), is proud to present our latest certification program to accelerate relevant, practical business knowledge to advance the careers of procurement professionals.

Certified Operational Business Accounting & Finance-Procurement Certificatio (COBAF-P)

When you join the certification program, you are joining a program with a rigorous set of established standards and competencies for procurement executives.

The uniqueness of COBAF-P certification is that it caters for new aspiring procurement executives and the experienced procurement professionals recognized throughout the world and indicate achievement at a certain level of world-class knowledge, skills and competences for the procurement professional for further career advancement.

ADMISSION CRITERIA FOR COBAF-P?

You need:

- to be active ...
- have some basic business knowledge.
- have the enthusiasm to learn and grow.



Professionals with COBAF-P can find great job opportunities with higher salaries than their uncertified colleagues.

The certification provides an indepth understanding of the increasingly complex operations management part of procurement.



INTERNATIONAL PURCHASING
AND SUPPLY CHAIN MANAGEMENT INSTITUTE

The International Purchasing and Supply Chain Management Institute (IPSCMI) is a prominent professional institute in the US offering purchasing and supply chain management & related certifications throughout the world, more than 60,000 professionals from 62 countries worldwide have been certified by IPSCMI so far.

WHAT IS CERTIFICATION? WHAT IS CERTIFICATION?

Certification is the procedure through which an official designation is obtained. Often involves standardized testing.

CERTIFICATIONS

1. Are issued by professional associations (like APS, ISM, ACI, and IPSCMI) which possess such authority.
2. Typically more comprehensive and demanding, as they aim to establish a standardized level of expertise within a specific profession or industry. They carry greater recognition and credibility among employers, peers, and clients.
3. Have nothing to do with the number or length of training courses if they complete the comprehensive certification examination and meet other rigorous qualification criteria. Training is often provided, only as a convenience for those candidates who need to refresh their knowledge before the examination.
4. DO PROVIDE the authority for the certified individual to use initials (like CIPP, COBAF-P, CIPN, CIPM, CISCMI, etc) after his/her name.
5. Are normally more expensive than certificates because of the requirement to undergo standardized exams testing & assessments. Verifying and evaluating rigorous Qualification Criteria.
6. Have rigorous security surrounding them, with control numbers assigned.

Certification programs can be pursued as standalone credentials or as complementary credentials to other educational achievements, such as degrees or diplomas.

CERTIFICATES

1. Are often issued by schools, colleges, and universities which have no authority to issue certifications.
2. Are usually narrower in scope and provide a level of proficiency or completion within that specific area. Typically cover a specific course that focuses on a particular subject or skill set.
3. Typically do not require the student to complete an examination and meet other rigorous qualification criteria.
4. Do not provide the authority for the person receiving the document to use initials (like CIPP, COBAF-P, CIPN, CIPM, CISCMI, etc) after his/her name.
5. Are usually low in cost because they are considered "Certificates of Training Completion". Usually do not involve rigorous testing or evaluation processes.
6. Typically do not have the same level of rigorous security measures as certifications.

Certificate programs can serve as complementary credentials to existing degrees or professional experiences.

CERTIFICATION OBJECTIVES

1. To promote recognition and acceptance of professional status for certified people involved in procurement operations among other areas of business management.
2. To develop performance standards and operational guidelines which can improve the efficiency and effectiveness of procurement.
3. To develop and live by a code of ethical standards for procurement operations under which modern business practices might be more clearly understood and favourably accepted by the public in general.



Earn an accredited certification from
INTERNATIONAL PURCHASING AND SUPPLY CHAIN MANAGEMENT INSTITUTE, USA (IPSCMI)
- an international certification that is globally recognized.

COBAF-P

Certified Operational Business Accounting & Finance - Procurement Certification

Program objectives :

As the economy rebounds, the demand for experienced procurement leaders with professional certifications is equally growing dramatically.

COBAF-P business course is designed for current and future procurement management professionals, reflecting levels of understanding and of competence needed to assume responsibility for managing procurement operations at the international level.

Curriculum :

- The program comprises 8 modules (17 lessons) to be completed over a 8-week period.
- Learners will be required to attend 32 hours of training in class or Zoom.
- They will also need to review relevant readings.
- They will need to complete progress tests.
- There are mentor-led assignments for discussion, development and workplace knowledge transfer.

Examination :

To get certified, students will need to pass a 3-hour examination after training.

Admission Eligibility :

- Minimum of 3 years work experience in procurement / supply chain.
- Associate Level Degree or above.

Candidates should have :

- Application form duly completed and signed.
- Proof of payment

ISO9001

The certification programs of IPSCMI of Lewes, Delaware have been verified, and determined to meet all the QMS requirements of ISO standard 9001, to include the QMS requirements for QSA, requirements for Process/Product Operations, and requirements for Quality Control.

Feedbacks from Participants

From Teniade Medup in Nigeria

The program was enriching and built my knowledge in business accounting and finance. The class work built into the course helped me understand the models better. Ronnie, the coach, was always available to explain anything I didn't understand.

Teniade Medupin
Head, Procurement Unit
Federal Competition and Consumer Protection
Commission

From Bartosz Kapera in Poland

The language in the course is relatively easy to understand, examples in the videos were well-explained. Having access to all training materials at any time was also very helpful. Calculations were clear and well-explained.

Bartosz Kapera
Supplier Qualification Specialist
Jacobs Group

From Gabriela Sierek in Poland

I think that this course is completely covering the business basics and all operational finance related knowledge.

I am a master's degree graduate of economics studies and although the topics included in this course were discussed during various lectures at my university. It (the COBAF-P course) was explained in detail and the knowledge was well organized.

I just wanted to point out that I was already familiar with many topics therefore cannot tell how person who never had any business courses would enjoy the experience. It was good to have both recordings and the manual – very helpful.

Gabriela Sierek
Credit Card Team Leader, Jacobs Group

COBAF-P

Certified Operational Business Accounting & Finance - Procurement Certification

The COBAF-P certification program offers a comprehensive understanding of the logic behind a company's operations, including procurement from a global financial perspective. This program not only enhances your procurement work but also supports other departments and partners by helping you make informed decisions and foresee future trends and risks in the industry.

By quickly increasing your business knowledge, the COBAF-P certification program is ideal for procurement professionals and others looking to advance in supply chain management. It also helps enhance your career and prepares you to reach leadership positions. Join us today to take advantage of this excellent opportunity!

COBAF-P Curriculum

Module 1

Lesson 1: Introduction and Overview

Why are businesses in business?
What are we employed to do?
DuPont model
Measuring ROI.

Lesson 2: Terms & Concepts

12 essential terms explained (Glossary extract)
Accrual system and timing of profits
Profit vs Cash
Depreciation: the truth
Mark-up and margin

Module 2

Lesson 3: Financial Reports

Costs and expenses
Assets and expenses
Absorption costing and direct costing.
Income statement & Balance sheet
Efficiency from profits
Liquidity from cash cycle

Lesson 4: Posting to Ledgers

The flow from decisions to reports.
The general ledger: data warehouse of decisions
Dual entry accounting: Debits & credits made easy.
Transferring from ledgers to reports.

Module 3

Lesson 5: Cash Flow

Purpose of the cash flow statement
How to construct the statement.
Decisions impacting cash movement.

Lesson 6: Working Capital

How we measure working capital.
How we monitor working capital.
Forecasting cash flow from improvements.

Module 4

Lesson 7: Measuring Supplier Financials – T&T

Common size percentages.
Index numbers
Financial Ratios
Adjusting for inflation

Lesson 8: Measuring Supplier Financials – Outcomes

Profitability or efficiency.
Financial health: liquidity & solvency.
Market performance.

COBAF-P

Certified Operational Business Accounting & Finance - Procurement Certification

Gain a competitive edge with comprehensive knowledge that sets you apart.
Develop a understanding of finance and accounting beyond standard procurement, empowering you to make informed decisions that drive financial value for your organization.
Open the door to better job opportunities and higher salaries with global recognition certification.
Learn how to apply concepts in practical scenarios with experienced facilitator.

Gain cross-functional skills that prepare you for higher-level positions. Contribute to financial decision-making, cost optimization, and risk management.....

COBAF-P Curriculum

Module 5

Lesson 9: Balanced Scorecard

How to use a balanced scorecard in managing for-
results environment.
How a scorecard system can help align organization.
effort with strategy.
How to overcome obstacles and challenges.

Lesson 10: Capital Budgeting

Inputs to capital budgeting
Time value of money
NPV, IRR and Payback

Module 6

Lesson 11: Cost Estimating

Determining estimating factors
Relationship between dependent and
independent variables

Preparing the CER equation

Lesson 12: Cost Reduction

Bottom-up accounting.
Identify Hidden costs.
Managing Cost increases and unexpected costs

Lesson 13: Cost Volume Profit Analysis

Types of cost
Algebraic analysis of costs
Graphic analysis of cost
Calculating fixed cost element
Developing an estimating equation

Module 7

Lesson 14: Price and Cost Analysis

Describe the primary cost estimating methods.
Know the 12 steps of GAO's high-quality cost
estimating process.
Identify sources of major risk in developing cost
estimates
Contract pricing strategies
Fixed-price, Cost reimbursement, and "Hybrid" pricing
arrangements
Cost Analysis Tools and Techniques
Profit Analysis Tools and Techniques

Module 8

Lesson 15: Make or Buy

Describe the in sourcing / outsourcing decision.
Provide a process for making these decisions.
Triggers prompting decision process.
Pros and cons of In sourcing and Outsourcing
Transformational outsourcing

Lesson 16: Price Index Analysis

Calculate indexes for the periods relative to the base
year.
Determine inflation between two periods.
Calculate ratios.
Calculating price adjustments.
How to use indexes in price negotiations.

Lesson 17: Total Landed Cost

Various charges to be considered.
Unpacking Incoterms.
Calculating CIF charges.
Hedging strategies
Types of tariffs.



COBAF-P

Certified Operational Business Accounting & Finance - Procurement Certification

EXTRA SELF STUDY SUPPLEMENTAL MATERIALS

PREAMBLE

After analysing the response to our survey, we classified topics of interest along the lines Pareto. We at IPSCMI and BLS have employed the following strategy to cover everyone's requirements in the most time-efficient and cost-efficient manner as outlined here...

1. The 80% most important topics are covered in the lecture-based Zoom classes for easier learning and assimilation. These have been covered in the preceding pages in modules one to eight.
2. The remaining items of interest, as listed below, are also available to interested parties in the form of PowerPoint presentation notes. Students may discuss them in the chat group. The conversation and the facilitator will include salient learning points for the next group ZOOM Meeting. Not to be confused with the ZOOM learning class.

List of content available:

1. Handling common invoice problems.
2. Consignments and Vendor-Managed Inventory
3. Electronic payment methods – advantages and disadvantages
4. International payment methods
5. Different methods of Trade finance/payment
6. Inventory optimization (including JIT)
7. Lease vs purchase
8. Simplifying Supply chains
9. Negotiating prompt payment discounts
10. Regression analysis in CER
11. Resolving payment problems and streamlining process with accounts payable (15-1 & -2)
12. Applying Descriptive Statistics when interpreting pricing data
13. Evaluate tax implications for regional and country sourcing.
14. Total cost of ownership, life cycle costs, for goods and services
15. Cost reduction strategies: Value analysis and engineering to build at lowest cost.

The Following Items Reinforce Materials Covered Elsewhere in COBAF-P:

Cost Estimating and Assessment Guide (covered in module 6 lesson 11)

Evaluate Currency Devaluations and Revaluations of Foreign Currencies to Determine How They Affect The Prices Paid For Offshore Goods and Services. (covered in module 8 lesson 17)

Use Improvement / Learning Curve Concepts and Their Application to Cost and Price Analysis (covered in Module 12 lesson 10)

Organize Purchasing Operations to Take Advantage of Low Value-added and Sales Tax Countries(see 13 – Evaluate tax implications)

Use Value (Price) Analysis to Determine Reasonableness of Supplier Bid / Offer Prices Procedure, System, or Service (covered in lesson 12: Price and cost analysis)

Procedure, System, or Service (covered in lesson 12: Price and cost analysis)

WORLD-CLASS INSTRUCTOR PROFILE

Ronnie Davidson-IMM, CPIM, CSCP, CISC, CIWIM & CDDP
Founder of Business Learning Systems SA cc



Ronnie was involved in the IT industry for over 20 years where he started as a sales trainee with an international computer company and graduated through sales manager, National Sales Manager to Strategic Marketing Manager over a period of about 8 years.

After attending the Graduate School of Business PMD course at UCT in Cape Town he later received the merit award for Marketing from the IMM and wrote a paper on “ Consumer vs Industrial Marketing” which was nominated for the Raymond Ackerman marketing award.

Ronnie transferred from the outsourcing division of ICL and moved back into selling mainframe computers and expanded his knowledge of production & manufacturing by qualifying as a member of the American Production & Inventory Control Society [CPIM].

He started Business Learning Systems SA specializing in Business and Sales Training and was contracted to develop the business acumen of about 60 engineers and scientists at the Atomic Energy Corporation as part of their commercialization program.

Subsequently Ronnie was appointed as the consulting Sales Manager at the Atomic Energy Corporation for the 11 divisions that were entering the commercial market. During this period he provided sales training and conducted weekly sales meetings for a variety of their business units.

He was appointed managing director of a medium sized engineering company where he was able to successfully implement and test the concepts he taught on his business courses.

Within 2 years the company reduced manufacturing lead times from 16 weeks to 3 weeks and improved on-time deliveries from being an average of 2 – 3 weeks late to 78% being delivered on due day. Sales were also improved by 35% over the period.

Ronnie completed the CSCP exam certifying him as Supply Chain Professional to add to his CPIM qualification and was amongst the first to qualify as a Demand Driven Professional by acquiring his CDDP certification. He enhanced his knowledge of supply chain management by obtaining his CISC, CISC, and CIWIM, and taught CISC program through the International Purchasing and Supply Chain Management Institute in Washington State USA.

He also worked with Brian Maskell and Associates presenting their workshops on Lean Management and Value Stream Costing for lean manufacturing operations and was their appointed consultant in South Africa. With qualifications and practical experience in manufacturing, marketing and sales from sales trainee to managing director, Ronnie brings a wealth of practical experience that provides meaningful insight and helps delegates see the business values of the concepts taught.

Challenging questions from all disciplines can therefore be addressed and answered with practical proven insight to reinforce the powerful learning objectives. There are very few presenters with this broad experience and working knowledge of business.

He conducts each course and has now trained over 4000 managers and salespeople in leading African companies including IBM, Business Connexion, Altron, AECI, Atomic Energy, Denel, and USAID in Uganda and oil companies in Angola.



Organizations that have benefited from IPSCMI's assistance include:

Fortune Global 500, Government Sectors, Institutes, Universities...

- Apple Computer
- Alcatel Corporation;
- American Airlines;
- Burlington Northern Railroad;
- Beijing Modern Management Technology Exchange Center
- Chinese Scholars Science and Technology Consulting Center of Ministry of Personal
- Hewlett Packard
- Hawaiian Telephone;
- Lucent Technologies
- Mary Kay Cosmetics;
- Motorola
- NAPM-Bay Area; APM
- NAPM-Dallas, NAPM
- NAPM-Phoenix; NAPM
- NAPM-Inland Empire (California), NAPM
- NAPM-San Antonio; NAPM
- Northern Telecom, Inc.
- National Professional Qualification Training and Authentication Experimental Base
- The U.S. General Services Administration
- The U.S. Department of Defense
- The Bonneville Power Administration;
- The Chinese State-Owned Enterprise Restructuring Agency
- The Government of the People ' s Republic of China, CAREC,
- Training Center of National News Press
- Tianjin Human Resource Service Centre , People's Republic of China
- University of California-Riverside;
- University of Phoenix;
- Union Pacific Resources

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**Join Certified Operational Business Accounting
& Finance - Procurement Certification**

Become a world-class procurement leader

CONTACT US NOW TO REGISTER YOUR TEAM

Jennifer@ipscmi.org --OR--

Skype ID: live:.cid.1299cd1f5aaf678



APPLICATION FORM

US ADDRESS
16192 Coastal Highway
Lewes, Delaware, 19958
Tel: (302) 570-0886
Fax: (415) 651-8884
E-Mail: jennifer@ipscmi.org

INSTRUCTIONS:

Please type or print to ensure your answers are legible.

Please make your payment after your application has been approved. Application fees are *non-refundable*. Applications will be reviewed for eligibility by the administrator. All information provided is confidential, kept secure and used for the sole purpose of the certification process.

Please send your registration form by email to IPSCMI at jennifer@ipscmi.org or by fax at 415-651-8884. Should you have any questions, contact IPSCMI by email at jennifer@ipscmi.org or by phone at 86-10-6540-8981.

PERSONAL DATA

Name:	Position:	Organization / Institution:
Tel:	Email:	Address:
DATES	MAJOR / DEGREE	SCHOOL / INSTITUTION/DEGREE

PURCHASING & SUPPLY CHAIN POSITIONS HELD

DATES	COMPANY NAME	JOB TITLE / RESPONSIBILITIES

PURCHASING / SUPPLY CHAIN MGT COURSES COMPLETED

DATES	NAME OF COURSE	INSTITUTION PROVIDING

FEES / PAYMENT

Please make your payment after your application has been approved.

Certified Operational Business Accounting & Finance - Procurement Certification World-Wide Virtual (Zoom)

COBAF-P Online class time: Class 8 sessions / 1 session weekly / 4 hours per session, total 32 hours / 2 months

COBAF-P Online Exam time: The first Saturday after the course ends.

Class on Oct. 7, 14, 21, 28, Nov. 4, 11,18, 25, 2023, total 8 sessions, **exam** on Dec. 2, 2023

COBAF-P Zoom program regular Investment Fee: only \$2,245(ALL-IN) per participant, including self-study supplemental materials, advance materials, teaching slides, training fees, recording videos, certification fees, testing fees, and express shipment fees.

Additional "Freebies":

Chat group for world elite professionals to share ideas and freely discuss.

VIP membership: Receiving a 25% discount from list price for future courses and free periodic mailings of materials.

Payment Method: Money Transfer Credit Card

You can wire your funds to our bank account or you can send us a credit card payment at

<http://www.ipscmi.org/Pay.php>. If you wish to wire the funds, please email us to get the wiring instructions.

APPLICANT AGREEMENT

I have carefully read the enrollment procedures governing certification by IPSCMI and the application instructions. I understand that my fee is NON-REFUNDABLE and that it may be the judgment of the Administrator(s) that my qualifications are insufficient for the grade of certification for which I am applying. I certify that the above information given by me is true.

Applicant's Signature _____

Date Signed _____