

Project Management Professional in Procurement and Contracting (PMPPC) Certification Program

Zoom Class (English) Language 15, 16, 17, 18 March, 1600 to 1900 GMT

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
- Commercial Contracting, Otherwise Known as Purchasing
- Handbook of International Business Negotiation
- Glossary of Procurement and Supply Chain Terms
- Certification Programs in International Procurement 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 of Specialized Project Management with the following objectives:

- ❖ **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 training courses are thoroughly researched and carefully structured to provide practical and exclusive training applicable to your organization.

Benefits include:

- Thorough and customized programs to address current market concerns
- Illustrations of real life case studies
- Comprehensive course documentation
- Strictly limited numbers



ABOUT THE INTERNATIONAL PURCHASING AND SUPPLY CHAIN MANAGEMENT INSTITUTE (IPSCMI)

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 procurement and contracting profession 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 applying project management tools to 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 'Project Management Professional in Procurement and Contracting (PMPPC)' from the International Purchasing and Supply Chain Management Institute.

WHY YOU SHOULD ATTEND

This course introduces Project Management and its relationship to Procurement and Contract Management. It identifies the tools and techniques to resolve problems associated with bringing projects in on time and within an established budget. Delegates who complete this course will acquire the necessary project management 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

*** Each Certification is valid for 5 years**

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 analyzed by the course trainer prior to the event and addressed during the event. You will receive a link to the complete recorded course to enable you to digest the subject matter in your own time.

Program

DAY 1

INTRODUCTION TO PROJECT MGT AND PROJECT INITIATION PHASE

The Introduction module covers the ability and responsibility of project managers to convert management plans and client contracts into modules of action and projects that deliver services or goods. The problems associated with aligning resources and capabilities of the project manager's organization with the needs of the client are examined. The module will cover in detail the Project Management Body of Knowledge (PMBOK) as promulgated by the Project Management Institute.

The Initiation module describes the processes required to ensure that the project includes all the work required, and only the work required, to complete the project successfully. Focus is on initiating a Project in the Form of a Large or Complex Prime or Subcontract.

DAY 2

PROJECT PLANNING PHASE

The planning module describes the processes required to ensure timely completion of the project. Focus is on Advance Procurement Planning, the Make or Buy Analysis, Duties and Responsibilities of the Procurement Manager and Procurement/Contracting staff, and Procurement Leadtime for all the required Pre-award Procurement processes.

DAY 3

PROJECT EXECUTION PHASE

The execution module describes the processes required to ensure that the project will satisfy the needs for which it was undertaken. It covers the contract solicitation, evaluation, and award processes in detail.

DAY 4

PROJECT MONITORING AND CONTROL AND CLOSEOUT PHASES

The project monitoring and control module describes the processes required to ensure contract completion of project goals and objectives. It focuses on the many required processes during the post-award phase of contracting, including quality assurance, receipt, inspection, and acceptance, change/modification management, payments, claims, disputes, and terminations.

The closing module describes the processes required to close out a contract and project. Focus is on ensuring the project needs have been met before the contract is closed and retired.

END OF DAY 4

CONDUCT OF CERTIFICATION EXAM

- Student PMPPC Examination (3 hours, 80 multiple-choice questions)

Program Schedule (All times GMT)

(Day 1 – Day 4)

1530	Registration
1600	Course Beging
1900	Course Ends

ABOUT YOUR COURSE FACILITATOR:

Dr. LeRoy H. Graw has an international reputation as a procurement and supply chain manager, trainer and consultant. He has more than 49 years of practitioner experience, including more than 24 years of experience in the public sector and more than 25 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 25 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 was 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 Procurement Instructor in the World".

During Dr. Graw's 49 years of purchasing practitioner experience, he taught procurement and supply chain management for 21 different top level universities in the United States, Far East and Middle East. He served 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 and supply chain management, for example "C.P.M Study Guide", "C.P.M Diagnostic Examination", "Cost and Price Analysis", "Service Purchasing: 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 Procurement Management and International Supply Chain Management. He is the author of more than 50 different courses in Procurement 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:

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

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



IPSCMI COURSE REGISTRATION FORM

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

INSTRUCTIONS:

Please type or print to ensure your answers are legible.

Please make your payment by money transfer or credit card 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 admin@ipscmi.org or by fax at 415-651-8884. Should you have any questions, contact IPSCMI by email at admin@ipscmi.org or by phone at 302-570-0886.

PERSONAL DATA

Name:	Position:	Organization/Institution:
Tel:	Email:	Address:

EDUCATIONAL DATA

DATES	MAJOR/ DEGREE	SCHOOL/INSTITUTION

FEES/PAYMENT

Please make your payment by money transfer or credit card after your application has been approved.

Payment Information:

**Project Management Professional in Procurement and Contracting (PMPPC)
15, 16, 17, 18 March 2021| World-Wide Virtual (Zoom) Class**

PMPPC training fee, testing fee, certification fee and express shipment fee (\$1250) _____

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 research certification by IPSCMI. I have carefully read 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 _____