

CIPP

Certified International Procurement Professional

CIPM

Certified International Procurement Manager

*Acquire skills to deal with complex supply chain scenarios.
Understand future trends in Supply Chain.
Sharpen strategy and planning skills.*

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), two (2) certification programs with well-balanced learning modules:

Certified International Procurement Professional (CIPP), and Certified International Procurement Manager (CIPM)

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

The uniqueness of CIPP & CIPM certifications is that they cater to both - new aspiring procurement executive and the experienced procurement professionals for further career advancement.

The designations are recognized credentials throughout the world. Once attained they indicate achievement at a certain level of world-class knowledge, skills and competences for the procurement professional.

ADMISSION CRITERIA FOR CIPP & CIPM?

As a procurement executive, you need to already be active in procurement, contract management or category management role. This is the major pre-requisite for accessing the CIPP and CIPM programs.

However for those who want to enter the advanced CIPM program, it is beneficial to have:

- obtained the CIPP certification
- at the least, a Bachelors degree together with a minimum of three years' relevant experience in a procurement role.



THE **CERTIFIED INTERNATIONAL PROCUREMENT PROFESSIONAL (CIPP)** AND **CERTIFIED INTERNATIONAL PROCUREMENT MANAGER (CIPM)** ARE TWO OF THE MOST PRESTIGIOUS QUALIFICATIONS FOR ALL THE ASPIRING AS WELL AS EXPERIENCED PROCUREMENT PROFESSIONALS.

EXPERIENCE SHOWS THAT **CIPP** AND **CIPM** PROFESSIONALS CAN FIND GREAT JOB OPPORTUNITIES IN DIVERSE SECTORS WITH HIGHER SALARIES THAN THEIR UNCERTIFIED COLLEAGUES. THE CERTIFICATIONS PROVIDE AN IN-DEPTH UNDERSTANDING OF THE INCREASINGLY COMPLEX TECHNICAL ASPECTS OF PROCUREMENT AND SUBSTANTIALLY INCREASE THE CHANCES OF CAREER PROGRESSION.

PROFESSIONALS WITH THIS QUALIFICATION OFTEN GO ON TO BUILD A REWARDING CAREER IN THEIR RESPECTIVE INDUSTRIES AND ATTAIN LEADERSHIP POSITIONS IN THEIR ORGANIZATIONS.



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 CERTIFICATIONS THROUGHOUT THE WORLD.

WHAT IS CERTIFICATION?

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

CERTIFICATION

vs.

CERTIFICATE

1. They 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, CISCIP, CICCMI, CIPM, CISCMI, COBAF-P, etc.) after his or her name.
5. Are normally more expensive than certificates because of the requirement to undergo standardized exams testing and 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.

1. Are often issued by schools, colleges, and universities which have no authority to issue certifications.
2. They 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, CISCIP, CICCMI, CIPM, CISCMI, COBAF-P, etc.).
5. Are usually low in cost because they are considered "Certificates of Training Completion". Usually do not involve rigorous testing or evaluation processes.
6. Certificates 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 purchasing operations among other areas of business management.
2. To develop performance standards and operational guidelines which can improve the efficiency and effectiveness of purchasing.
3. To develop and live by a code of ethical standards for purchasing 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.**

PROCUREMENT CERTIFICATION

CIPP

**Certified International
Procurement Professional**

CIPM

**Certified International
Procurement Manager**

PROGRAM OBJECTIVES :

As the economy rebounds, the demand for experienced procurement leaders with professional certifications is growing dramatically. **CIPP** is designed for current and future purchasing professionals, reflecting levels of understanding and of competence needed to assume responsibility for managing purchasing operations at the international level.

CURRICULUM :

■ The qualification consists of **13 learning modules** to be completed
■ Learners studying for this qualification will require to **attend a live in-class 24 guided learning hours**, in addition to self-paced studying and readings in order to complete the certification program.

EXAMINATION :

■ Completion of the program requires passing a **3-hour** examination

ADMISSION ELIGIBILITY

CANDIDATES SHOULD HAVE :

- Minimum of 3 years work experience in procurement / supply chain.
- Associate Level Degree or above.
- Application form duly filled and signed, proof of payment.

MODULES FOR

CERTIFICATION :

The **CIPP Certification Program** consists of thirteen modules:

- I. Introduction to purchasing & supply chain
- II. Purchasing process
- III. Purchasing policy and procedures
- IV. Purchasing integration for competitive advantage
- V. Purchasing and supply chain organization
- VI. Purchasing and commodity strategy development
- VII. Supplier evaluation and selection
- VIII. Worldwide sourcing
- IX. Strategic cost management
- X. Purchasing and supply chain analysis: tools and techniques
- XI. Negotiation
- XII. Contract types
- XIII. Purchasing law and ethics

The purpose of the program is to develop an in-depth understanding of the international sourcing, management, and administration processes, and current issues as they relate to procurement management in an international context. The program will also help determine which tasks require the greatest amount of study and concentration in order to pass the **CIPM** examination.

■ The qualification consists of **14 learning modules** to be completed

■ Learners studying for this qualification will require to **attend a live in-class 18 guided learning hours**, in addition to self-paced studying and readings in order to complete the certification program.

■ Completion of the program requires passing a **3-hour** examination

■ Minimum of 3 years work experience in procurement / supply chain.

Achieved the CIPP level

- Associate Level Degree or above.
- Application form duly filled and signed, proof of payment.

The **CIPM Certification Program** consists of fourteen modules:

- I. Leadership and Management
- II. Streamlining your procurement process
- III. Spend management and spend analysis
- IV. Sourcing
- V. Strategic sourcing
- VI. Strategic sourcing & category management
- VII. World class contract negotiator
- VIII. International sourcing
- IX. Contract administration I: (Administration of service contracts)
- X. Contract administration II: (contract changes)
- XI. Supplier relationship management I
- XII. Supplier relationship management II
- XIII. Supplier relationship management III
- XIV. Supplier relationship management IV



CIPP

CERTIFIED INTERNATIONAL PROCUREMENT PROFESSIONAL

CIPP has a rigorous curriculum that focuses on the basics of purchasing, eProcurement, maintaining healthier relationships with suppliers and ensuring sustainable procurement.

The CIPP program is designed for all aspiring procurement professionals. It is one of the best-known procurement qualifications in the world that is suitable for individuals who are committed to implementing the best procurement and supply chain practices in their organizations.

The CIPP certification validates the Procurement professional's knowledge and dedication to follow the ethical practices in the industry. It is considered as the yardstick of excellence in the field of procurement. When certified by IPSCMI, the person is well-poised to make a difference in both his career as well as the organisation that he works for.

Module 1: Introduction to Purchasing and Supply Chain Management

- Introduction to purchasing, value chain, supply chain, and supply chain management
- Supply Chain Management activities
- Supply Management Pillars

Module 2: Purchasing Process

- Purchasing Process
- Role of E-Procurement
- Types of Purchases
- Improving the Purchasing Process

Module 3: Purchasing Policy and Procedures

- Purchasing Policy and Procedures in today's business environment.
- Effective Purchasing Policy
- Effective Purchasing Procedures

Module 4: Purchasing Integration for Competitive Advantage

- Essential Elements of Integration
- Buyer-Seller Relationships
- Cross-Functional Teams
- Purchasing's part in New Product Development

Module 5: Purchasing and Supply Chain Organization

- Effective Organizational Design
- Organizing the purchasing function
- Organizing for supply chain management
- Creating the Organization of the Future
- Supplier Integration into New Product Development
- Process for Integrating Suppliers

Module 6: Purchasing and Commodity Strategy Development

- Purchasing Goals drive both strategic purchasing processes and commodity strategies
- Strategic Planning Process
- Purchasing Strategy
- Insourcing / Outsourcing (Make or Buy) decision
- Step-by-step process to translate corporate strategy objectives into purchasing commodity strategies

Module 7: Supplier Evaluation and Selection

- Evaluation, Selection and Continuous Measurement of Suppliers.
- Evaluation and Selection processes
- Financial Ratio Analysis
- Key Supplier Evaluation Criteria
- Price, Cost Analysis

Module 8: Worldwide Sourcing

- Differences: Domestic and Global Purchasing
- Global Sourcing Levels
- Global Sourcing Benefits
- Switching from Domestic to Global Sourcing
- Roadblocks to Overcome
- Starting an Offshore Buying Program
- Sourcing Strategies (Pros and Cons)
- Domestic (US) Global Sourcing Companies
- In Country-based Sourcing Representatives
- Establishing dedicated international purchase office
- Direct from Offshore Suppliers
- Identifying and Qualifying Offshore Suppliers

Module 9: Strategic Cost Management

- Total and Strategic Cost Analysis
- Cost and its various definitions

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Module 10: Purchasing and Supply Chain Analysis: Tools and Techniques

- Project Management
- Learning Curve Analysis
- Value Engineering
- Quantity Discount Analysis
- Process Mapping

Module 11: Negotiation

- Purchase Negotiation process.
- Negotiation Planning, Power, Concessions, Tactics, and Win-Win Negotiation.

Module 12: Contract Types

- Contracts / Purchase Orders

Module 13: Purchasing Law and Ethics

- Contract Law and Agency Law
- Purchasing Ethics
- Uniform Commercial Code
- CISG VS UCC

CIPM

CERTIFIED INTERNATIONAL PROCUREMENT MANAGER

CIPM will help you to understand the complex concepts in purchasing to attain leadership positions. It focuses on fulfilling the strategic goals of an organization through efficient sourcing, supply chain management, contracts management and best ethical practices along with foreseeing the future trends in the industry.

CIPM is an advanced level certification in Procurement.

Enrolment for CIPM is possible after obtaining the CIPP certification. The CIPM certification is specifically designed for individuals who want to enhance their career and get into the senior management level. The course will focus mostly on the strategic aspects of procurement. The CIPM certification will highlight the skills and expertise required in the industry along with the vast knowledge needed to manage procurement for long-term benefits.

Module 1: Leadership and Management

- Understanding yourself as a leader, Servant leadership, leadership style
- Understanding the dynamics of teams
- Effective communication techniques & skills, crucial conversations, managing & motivating staff, leveraging individual differences, driving innovation.
- Understanding dynamics of power and influence, collaboration and navigating change

Module 2: Streamlining your procurement process

- Planning and strategy development
- Organizing procurement
- Leading procurement organization
- Controlling and evaluating the procurement organization

Module 3: Spend management and spend analysis

- Developing an enterprise-wide spending overview process.
- Building a spend integration layer for full data visibility, upstream and downstream.
- Enhancing the enterprise through better contract compliance, cost savings tracking, and spend reporting.

Module 4: Sourcing

- Supply base analysis, nature of sources, existing versus new sources
- Supplier evaluation & selection, standard tools to support assessment
- Buying strategies, financial tools, forecasts of volume, Factors in procurement method selection.



CERTIFIED INTERNATIONAL PROCUREMENT MANAGER

Module 5: Strategic Sourcing

- Internal organization conditions
- Market analysis, supplier marketing strategies
- Risk/benefit analysis
- Roll-out plan

Module 6: Strategic sourcing & category management

- Strategic sourcing 101, category management 101
- Current category management status
- What's next

Module 7: World class contract negotiator

- KSAs needed to be a world class master negotiator
- How to achieve world class master negotiator status

Module 8: International Sourcing

- Research & benchmarking of potential suppliers
- Skills for working with other cultures
- Financial issues, Foreign exchange & payments
- Development of a business case/plan, strategies
- Governmental regulations
- Brokers/import merchants, Logistics providers
- Trade networks/trading companies
- Importing into the U.S.
- International commercial contracts hand out

Module 9: Contract Administration I: (Administration of Service Contracts)

- Post award orientation
- Contract administration and performance management
- Contract modifications
- Contract termination and closeout

Module 10: Contract Administration II: (Contract changes)

- Negotiation of change orders
- Equitable adjustments
- Constructive change causes

Module 11: Supplier Relationship Management I: (Identify opportunities and benefits for rationalizing supply base)

- SRM definition
- SWOT analysis
- Data-mining tools
- Supply base rationalization
- Supplier categories
- Supplier segmentation

Module 12: Supplier Relationship Management II: (Develop/manage effective relationships with suppliers)

- Benefits of good supplier relations
- Confidentiality policies
- Ways of promoting good relations and trust
- Supplier product education issues.
- Issues in reciprocity
- Continuous improvement concepts
- Supplier partnerships/strategic alliances
- Reverse marketing/supplier development
- Supplier mentorship
- Early supplier involvement
- Supply chain management
- Supply base innovation

Module 13: Supplier Relationship Management III: (Develop new supplier qualification plans & reports)

- Customer communication/CRM
- Supply chain mapping
- Quality systems
- Logistics systems
- Financial analysis
- Methods of requirements gathering
- Supplier evaluation measures

Module 14: Supplier Relationship Management IV: (Conduct supplier performance evaluations)

- Supplier performance factors.
- Issues in conducting site visits
- Evaluate changes within supplier organization



INTERNATIONAL PURCHASING
AND SUPPLY CHAIN MANAGEMENT INSTITUTE

✓WORLD-CLASS INSTRUCTOR PROFILE

PROCUREMENT & SUPPLY CHAIN CERTIFICATION TRAINING PROGRAMS



DR. LEROY H. GRAW

EdD., DBA, C.P.M., CPCM, CPP, CPPM, CISCN, CICC

Dr. Graw has an international reputation as a Seminar Leader and Consultant in Purchasing Management; Federal, State, and Local Procurement; Commercial Contract Formation and Contract Administration; Subcontract Management; Cost and Price Analysis; Negotiations; International Purchasing; Service Contracting; and Contract Writing. With over 40 years of experience, he offers both an academic and practical approach to purchasing, procurement, and contract management through his experience as an Unlimited Warrant Federal Contracting Officer, as a Contracts Manager and Purchasing Manager for Government Contractors, and as an Educator, Trainer, and Consultant.

Dr. Graw is the Director and Chief Consultant of the International Purchasing and Supply Chain Management Institute. He is also President and CEO of the American Certification Institute, ChinzBizNow, and the Global Negotiation Institute. Having been designated a Certified Purchasing Manager (C.P.M.) from the National Association of Purchasing Management, as a Certified Purchasing Professional (CPP) and Certified Professional Purchasing Manager (CPPM) from the American Purchasing Society, as a Certified International Supply Chain Manager (CISCN) from the American Certification Institute, and Certified Professional Contracts Manager and Fellow from the National Contract Management Association, he has also served as a National Officer with the FAR and Subcontracts Buyers Group of NAPM. He is the former President and National Director, San Gabriel Chapter, NCMA and formerly served as a member of the C.P.M. Examination Item Writing Committee with the NAPM. Dr. Graw is co-author of the previous edition of the C.P.M. Study Guide, the C.P.M. Diagnostic Examination, and the NAPM Glossary of Key Purchasing Terms. He 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, a Doctorate in Business Administration (DBA) from Hawaii American University, and a Doctor of Education (EdD) degree from USC.

Organizations that have benefited from Dr. Graw's assistance include: Alcatel Corporation; American Airlines; the Bonneville Power Administration; Burlington Northern Railroad; Hawaiian Telephone; Mary Kay Cosmetics; NAPM-Bay Area; NAPM-Dallas, NAPM-Phoenix; NAPM-Inland Empire (California), NAPM-San Antonio; the University of California-Riverside; the University of Phoenix; UCLA; Northern Telecom, Inc.; OAO Corporation; Santa Fe Railroad; the State of California; the State of Texas; the TrackWork Company; Union Pacific Resources; the Whirlpool Corporation; Motorola; Lucent Technologies; Hewlett Packard; the U.S. General Services Administration; the U.S. Department of Defense; Beijing Modern Management Technology Exchange Center; Beijing Five Star Universe International Culture Exchange Center; the Chinese State-Owned Enterprise Restructuring Agency, and the Government of the People's Republic of China.

Dr. Graw has served as adjunct faculty in Purchasing/Procurement and Contract Management with the U.S. Army Logistics Management College at Fort Lee, Virginia; the Graduate School of Management, University of Dallas; the Resource Management Institute; Richland College; Amber University; the University of Texas-Dallas; the University of California-Riverside; the University of Phoenix; Keller Graduate School; and UCLA. He has conducted more than 600 lectures and seminars for colleges and universities, professional associations and societies, and in-company clients. A nationally recognized practitioner, he is the author of three respected purchasing textbooks, *Cost/Price Analysis*, *Service Purchasing*, and *Commercial Contracting*, and he has provided seminars six times at the NAPM/ISM International Purchasing Conference. Dr. Graw is currently listed in *Who's Who in the West*, *Who's Who in America*, and *Who's Who in the World* and was the NCMA Educator of the Year in 1998.

IPSCMI Course Directors

Expert team, quality assurance



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CHRM, the founder
of Ellis Capital
Partners, a Board
Advisor to 7
companies.



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CIPT, CIPS



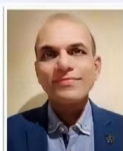
Bob Forshay,
CPIM, CIRM,
CISCP, CISCMI,
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Kongsak
Lawlertratana,
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CIWM, CISCMI, CISCP,
CSSBB, CIQA, EHSP



Percy J Engineer
MBA, CPPM, CIPC,
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CISCMI, CICCM,
CITL, CITLP, Six
Sigma (Green
Belt)



Titus Pereira
CISCMI, CIPM,
CISM, MBA



Mohammad
Awad, BS.c IT,
CISCMI, CIWIM,
Six Sigma –
Black Belt, CILM,
CIPM, CQD

Join learning group: <https://www.linkedin.com/groups/14315213/>



CERTIFICATION APPLICATION FORM

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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:
Mobile	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.

Zoom Online Synchronous Program Regular Investment Fee: only \$2245(ALL-IN) per participant, including study guide, advance materials, teaching slides, training, videos, certification exam, certification fees, and express shipment fees.

Class time: 4 hours/session, 1 session/week, total 6 sessions, 24 hours. **Online Exam time:** One week after the course ends.

Contact Jennifer for Early bird discount! The slots are limited, first come, first served.

jennifer@ipscmi.org --OR-- WhatsApp: +86(0)13811634231

Birth Date: Month ____ Day ____ Year ____

Sex: Male Female **Birth place:** _____

Program: CISCP CISCMI CIPP/ CIPM/ CIPC CICCMI CISM CIPN COBAF-P

Planned Program Start Date: _____

Payment Method: Money Transfer Credit Card

You can send us a credit card payment at https://www.ipscmi.org/Other_Payments/ by selecting the "Customized Amount Payment" option. If you wish to wire the funds, please email us to get the wiring instruction.

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 _____