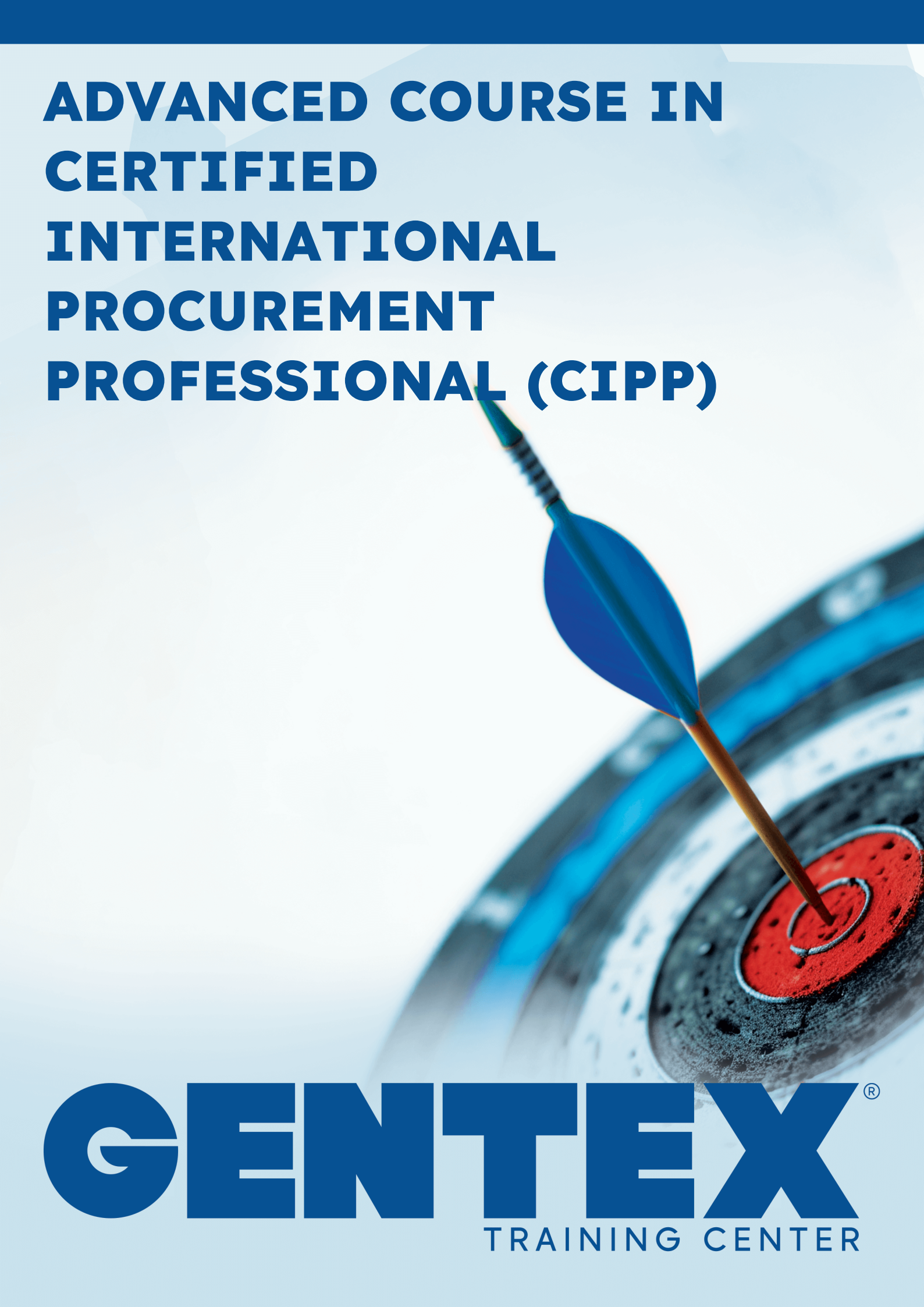
ADVANCED COURSE IN CERTIFIED INTERNATIONAL PROCUREMENT PROFESSIONAL (CIPP)



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Introduction

Procurement has moved from order processing to strategic value creation, and organisations now expect their buying teams to control spend, manage supplier risk, and prove savings. This Advanced Course in Certified International Procurement Professional (CIPP) Training Course gives procurement officers, category managers, and supply chain professionals a complete method built on international procurement practice. Participants learn how to run sourcing cycles, build evaluation criteria, negotiate with structure, draft contract terms, manage supplier performance, and control procurement risk and ethics. In addition, the course covers spend analysis, total cost of ownership, and the governance that keeps purchasing defensible under audit.

Advanced Course in Certified International Procurement Professional (CIPP) Course Objectives

- Apply international procurement principles across the full sourcing cycle.
- Run spend analysis and categorise purchases for strategic treatment.
- Conduct market analysis and supplier prequalification with clear criteria.
- Prepare tender documents, request for proposals, and evaluation matrices.
- Evaluate bids using weighted scoring, total cost of ownership, and lifecycle cost.
- Negotiate with structured planning, BATNA analysis, and concession strategy.
- Draft and review contract terms covering price, delivery, quality, and remedies.
- Manage supplier relationships, performance scorecards, and development plans.
- Control procurement risk: supply, financial, compliance, and ethical risk.
- Apply Incoterms 2020, anti-bribery principles, and procurement governance controls.

Course Methodology

- Facilitated sessions built on real tenders, contracts, and supplier data.

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- Case workshops on sourcing decisions, negotiation deadlocks, and disputes.
- Spreadsheet drills on weighted bid evaluation and total cost of ownership.
- Role-play negotiation simulations with structured feedback.
- Group exercise on a category sourcing strategy and supplier scorecard.

Who Should Take This Course

- Procurement and purchasing officers and managers.
- Category and sourcing managers.
- Contracts and tender administration staff.
- Supply chain and materials planning professionals.
- Project and operations staff who buy goods and services.
- Internal audit and compliance officers reviewing procurement.

Advanced Course in Certified International Procurement Professional (CIPP) Course Outlines

Day 1: Procurement Strategy and the Sourcing Cycle

- Role of procurement in value creation and organisational strategy.
- Spend analysis, category management, and the Kraljic portfolio matrix.
- Make-or-buy, outsourcing, and supplier market assessment.
- The seven-step sourcing cycle from need to contract award.
- Procurement planning, budgets, and stakeholder requirements.
- Procurement governance, policy, and delegation of authority.
- Measuring procurement performance with savings and compliance indicators.

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Day 2: Supplier Selection and Tender Management

- Supplier prequalification criteria and financial health checks.
- Tender documents: scope, specifications, and terms of reference.
- Request for quotation versus request for proposal and when to use each.
- Bid evaluation matrices with weighted technical and commercial criteria.
- Total cost of ownership and lifecycle costing in evaluation.
- Due diligence, sanctions screening, and supplier risk assessment.
- Award recommendation, approval, and feedback to unsuccessful bidders.

Day 3: Negotiation and Commercial Management

- Preparing to negotiate: objectives, limits, and walk-away points.
- BATNA analysis and power balance assessment.
- Price, cost, and value-based negotiation approaches.
- Concession planning, packaging, and trading across variables.
- Handling difficult tactics and deadlocks.
- Negotiating terms: payment, delivery, warranty, and penalties.
- Documenting outcomes and confirming agreements.

Day 4: Contract Management and Supplier Performance

- Contract structure: scope, price mechanisms, and service levels.
- Key clauses: delivery, quality, title, risk, termination, and dispute resolution.
- Incoterms 2020 and their effect on cost and risk transfer.
- Contract administration, variations, and claims management.

- Supplier performance scorecards and review meetings.
- Supplier development, collaboration, and relationship management.
- Renewal, extension, and exit planning.

Day 5: Risk, Ethics, and Procurement Control

- Categories of procurement risk and mitigation planning.
- Supply continuity, single-source, and geopolitical risk.
- Anti-bribery, conflict of interest, and gifts and hospitality controls.
- Sustainability, ethical sourcing, and supplier codes of conduct.
- Fraud indicators in procurement and how to detect them.
- Internal controls, segregation of duties, and audit trails.
- Building a procurement governance and compliance roadmap.

Conclusion

By successfully completing the Advanced Course in Certified International Procurement Professional (CIPP) Training Course, participants will have acquired a thorough working knowledge of procurement strategy, sourcing cycle management, tender and bid evaluation, structured negotiation, contract administration, supplier performance management, and procurement risk and ethics control. They will leave able to run defensible sourcing processes, negotiate better commercial outcomes, and hold suppliers to measurable standards. Gentex Training Center delivers this programme with procurement practitioners who manage international sourcing in live organisations.

LEARN BOLD. **LEAD BEYOND**
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FAQs for the Advanced Course in Certified International Procurement Professional (CIPP) course

Q1 What is the "Advanced Course in Certified International Procurement Professional (CIPP)" course about?

It is a five-day programme on professional procurement practice from need identification to contract management. It covers spend and category analysis, tendering and bid evaluation, negotiation, contract terms, supplier performance management, and procurement risk and ethics.

Q2 What are the key benefits of the "Advanced Course in Certified International Procurement Professional (CIPP)" course?

Participants run sourcing processes that survive audit, secure better commercial terms through structured negotiation, and reduce supply and compliance risk with documented supplier controls. They also gain spend visibility and savings evidence that management can verify.

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Q3 What skills will I gain from the "Advanced Course in Certified International Procurement Professional (CIPP)" course?

You will gain procurement strategy and sourcing cycle management, tender preparation and weighted bid evaluation, structured negotiation and contract commercial management, and supplier performance and procurement risk control.

Q4 What tools, methods, or standards are covered in the "Advanced Course in Certified International Procurement Professional (CIPP)" course?

The course works with the Kraljic portfolio matrix, spend analysis and category management methods, the seven-step sourcing cycle, prequalification and due diligence checklists, request for proposal and request for quotation documents, weighted bid evaluation matrices, total cost of ownership and lifecycle costing models, BATNA analysis and concession planning, Incoterms 2020 rules, service level agreements and performance scorecards, anti-bribery and conflict of interest controls, and segregation of duties with procurement audit trails.

Q5 How is the "Advanced Course in Certified International Procurement Professional (CIPP)" course applied in real-world practice?

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Teams apply it when running a competitive tender, evaluating proposals for a multi-year service contract, preparing for a supplier negotiation, reviewing contract terms before signature, and conducting an annual supplier performance review. It also guides category strategies and procurement audit preparation.