CERTIFIED INTERNATIONAL PROCUREMENT CONSULTANT (CIPC)



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Introduction

A procurement consultant is judged by the advice given, not by the orders placed. The role demands the ability to audit a purchasing function, diagnose where value is lost, design a sourcing strategy, and convince management to act on it. This Certified International Procurement Consultant (CIPC) Training Course gives senior procurement professionals, advisers, and consultants a complete method for advisory work in international procurement. Participants learn how to assess procurement maturity, build category strategies, run structured sourcing projects, negotiate at a senior level, manage contract risk, and present findings that clients accept. Furthermore, the course covers consulting practice: scoping, stakeholder alignment, and measurable value delivery.

Certified International Procurement Consultant (CIPC) Course Objectives

- Assess procurement maturity and diagnose value leakage across the purchasing cycle.
- Apply spend analysis, category segmentation, and the Kraljic portfolio matrix at consulting level.
- Design category and sourcing strategies with measurable savings and risk objectives.
- Plan and lead end-to-end sourcing projects from scoping to contract award.
- Build tender frameworks, evaluation models, and supplier prequalification criteria.
- Negotiate complex agreements using BATNA analysis and value-based approaches.
- Manage contract risk with service levels, remedies, and exit provisions.
- Build supplier relationship and performance management frameworks.
- Apply anti-bribery, conflict of interest, and sustainability standards to procurement advice.
- Present consulting findings, business cases, and savings validation to senior stakeholders.

Course Methodology

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- Facilitated sessions built on real procurement diagnostics and category data.
- Consulting case workshops on stalled sourcing, supplier disputes, and savings claims.
- Spreadsheet drills on spend cubes, should-cost models, and savings tracking.
- Role-play of a client steering meeting and a high-stakes negotiation.
- Group exercise on a full consulting engagement plan with deliverables.

Who Should Take This Course

- Senior procurement and sourcing managers.
- Internal and external procurement consultants and advisers.
- Category managers leading strategic sourcing.
- Contract and commercial managers.
- Supply chain transformation and improvement leads.
- Internal audit and governance officers reviewing procurement practice.

Certified International Procurement Consultant (CIPC) Course Outlines

Day 1: Procurement Diagnostics and Maturity Assessment

- Consulting role in procurement: scope, ethics, and professional standards.
- Procurement maturity models and assessment methods.
- Spend analysis: data extraction, cleansing, classification, and the spend cube.
- Value leakage points across the source-to-pay cycle.
- Benchmarking procurement cost, headcount, and process performance.

- Stakeholder interviews and requirement gathering.
- Writing a diagnostic report with prioritised findings.

Day 2: Category Strategy and Strategic Sourcing

- Category segmentation and the Kraljic portfolio matrix applied in practice.
- Supply market analysis and supplier landscape mapping.
- Should-cost modelling and price versus cost breakdown.
- Make-or-buy, sourcing location, and supplier consolidation decisions.
- The seven-step strategic sourcing process.
- Savings identification, baselining, and validation methods.
- Risk assessment and mitigation planning per category.

Day 3: Tender Design, Evaluation, and Complex Negotiation

- Designing tender frameworks: RFP, RFQ, and two-envelope approaches.
- Specification writing and avoiding over-specification.
- Weighted evaluation models and total cost of ownership scoring.
- Pre-qualification, due diligence, and sanctions screening.
- Negotiation strategy for complex multi-party agreements.
- BATNA analysis, value trading, and managing deadlock.
- Documenting outcomes, approvals, and award recommendations.

Day 4: Contract Risk and Supplier Relationship Management

- Contract architecture: master agreements, call-offs, and frameworks.
- Key clauses: liability, indemnity, service levels, penalties, and termination.
- Risk transfer, insurance, and force majeure provisions.
- Supplier relationship tiers and governance structures.
- Performance scorecards, review cadence, and improvement plans.
- Supplier development, innovation, and collaboration programmes.
- Contract compliance monitoring and audit readiness.

Day 5: Consulting Practice, Governance, and Value Delivery

- Engagement scoping, terms of reference, and deliverable definition.
- Managing client stakeholders and navigating internal resistance.
- Anti-bribery, conflict of interest, and ethical advisory practice.
- Sustainability and ESG expectations in procurement advice.
- Savings validation, benefits tracking, and value reporting.
- Building a procurement transformation roadmap.
- Final case presentation with peer and facilitator assessment.

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Conclusion

By successfully completing the Certified International Procurement Consultant (CIPC) Training Course, participants will have acquired a thorough working knowledge of procurement diagnostics, category strategy design, strategic sourcing and tender management, complex negotiation, contract risk and supplier relationship management, and consulting practice. They will leave able to advise organisations on procurement performance, design sourcing programmes that deliver verified savings, and present recommendations that senior management accepts. Gentex Training Center delivers this programme with procurement and consulting practitioners who advise organisations in live environments.

FAQs for the Certified International Procurement Consultant (CIPC) course

Q1 What is the "Certified International Procurement Consultant (CIPC)" course about?

It is a five-day programme on advisory practice in international procurement. It covers procurement diagnostics, category and sourcing strategy, tender design and evaluation, complex negotiation, contract risk and supplier relationship management, and consulting delivery.

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Q2 What are the key benefits of the "Certified International Procurement Consultant (CIPC)" course?

Participants diagnose purchasing performance quickly, build category strategies with verified savings, and reduce supply and contract risk through structured advisory work. They also gain the consulting skills needed to win stakeholder support and prove delivered value.

Q3 What skills will I gain from the "Certified International Procurement Consultant (CIPC)" course?

You will gain procurement maturity assessment and spend diagnostics, category strategy and strategic sourcing design, tender evaluation and complex negotiation management, and contract risk and supplier relationship governance with consulting delivery.

Q4 What tools, methods, or standards are covered in the "Certified International Procurement Consultant (CIPC)" course?

The course works with procurement maturity models, spend cube analysis and data classification, the Kraljic portfolio matrix, supply market mapping, should-cost modelling, the seven-step strategic sourcing process, RFP and RFQ frameworks with two-envelope evaluation, weighted scoring and total cost of ownership models, prequalification and sanctions screening checklists, BATNA analysis and value trading, master agreement and service level contract structures, supplier relationship tiers and performance scorecards, savings baselining and validation methods, and anti-bribery, conflict of interest and sustainability standards.

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Q5 How is the "Certified International Procurement Consultant (CIPC)" course applied in real-world practice?

Consultants apply it when running a procurement diagnostic for a client, building a category strategy, leading a competitive tender, supporting a complex supplier negotiation, reviewing contract risk before signature, and presenting savings validation to a board. It also guides procurement transformation roadmaps and supplier governance reviews.