CERTIFIED INTERNATIONAL PROCUREMENT MANAGER (CIPM)



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Introduction

A procurement manager owns two results at once: the commercial outcome of every purchase and the capability of the team that delivers it. That means setting category strategy, governing supplier relationships, controlling spend and risk, and developing buyers who can negotiate and analyse on their own. This Certified International Procurement Manager (CIPM) Training Course gives procurement managers, senior buyers, and supply chain leaders a complete management method for international purchasing. Participants learn how to build category strategies, lead sourcing projects, manage contracts and supplier performance, control procurement risk, and report value to the business. Furthermore, the course covers team leadership, ethics, and the governance that makes procurement defensible.

Certified International Procurement Manager (CIPM) Course Objectives

- Build a procurement strategy aligned with business objectives and category priorities.
- Lead spend analysis and apply the Kraljic portfolio matrix to segment categories.
- Design and run strategic sourcing projects from scoping to contract award.
- Prepare tender documents, evaluation criteria, and weighted bid scoring models.
- Negotiate complex agreements using BATNA analysis and value-based methods.
- Manage contracts, variations, claims, and service level performance.
- Build supplier relationship tiers, scorecards, and development plans.
- Control procurement risk: supply continuity, financial, compliance, and ethical.
- Apply Incoterms 2020, anti-bribery standards, and segregation of duties.
- Lead and develop a procurement team with clear roles and performance measures.

Course Methodology

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- Facilitated sessions built on real category plans, tenders, and supplier data.
- Case workshops on sourcing decisions, negotiation deadlocks, and contract disputes.
- Spreadsheet drills on spend cubes, weighted evaluation, and total cost of ownership.
- Role-play negotiation and supplier review meetings with structured feedback.
- Group exercise on a category strategy and procurement team development plan.

Who Should Take This Course

- Procurement managers and heads of purchasing.
- Senior buyers and category managers.
- Contracts and commercial managers.
- Supply chain and materials managers in buying roles.
- Procurement team leaders preparing for management responsibility.
- Internal audit and compliance officers reviewing procurement governance.

Certified International Procurement Manager (CIPM) Course Outlines

Day 1: Procurement Strategy and Category Management

- Procurement's role in business strategy, cash, and profit.
- Spend analysis, the spend cube, and classifying the purchasing portfolio.
- The Kraljic portfolio matrix and strategy per quadrant.
- Category management: teams, plans, and governance.
- Make-or-buy, outsourcing, and supplier market assessment.

- Procurement policy, delegation of authority, and approval limits.
- Procurement performance indicators: savings, compliance, and cycle time.

Day 2: Strategic Sourcing and Tender Management

- The seven-step strategic sourcing process in practice.
- Supplier prequalification, financial checks, and due diligence.
- Specification writing and avoiding over-specification.
- Tender documents: RFP, RFQ, and two-envelope approaches.
- Weighted bid evaluation models and total cost of ownership scoring.
- Supplier risk assessment and mitigation planning.
- Award recommendation, approvals, and supplier debriefing.

Day 3: Negotiation and Commercial Leadership

- Negotiation preparation: objectives, limits, and walk-away points.
- BATNA analysis and assessing power balance with suppliers.
- Price, cost, and value-based negotiation approaches.
- Concession planning, packaging, and multi-variable trading.
- Handling difficult tactics, deadlock, and escalation.
- Terms to secure: payment, delivery, warranty, penalties, and price adjustment.
- Documenting outcomes, authority approvals, and agreement confirmation.

Day 4: Contract and Supplier Relationship Management

- Contract architecture: master agreements, call-offs, and frameworks.
- Key clauses: liability, indemnity, service levels, termination, and disputes.

- Incoterms 2020 and their effect on cost and risk transfer.
- Contract administration, variations, and claims handling.
- Supplier relationship tiers and governance structures.
- Performance scorecards, review meetings, and improvement plans.
- Supplier development, innovation, and exit planning.

Day 5: Risk, Ethics, Team Leadership, and Value Reporting

- Procurement risk categories and mitigation planning.
- Supply continuity, single-source, and geopolitical risk.
- Anti-bribery, gifts and hospitality, and conflict of interest controls.
- Fraud indicators in procurement and detection methods.
- Building and developing a procurement team: skills matrix and coaching.
- Savings validation, benefits tracking, and value reporting to management.
- Building a procurement transformation roadmap.

Conclusion

By successfully completing the Certified International Procurement Manager (CIPM) Training Course, participants will have acquired a thorough working knowledge of procurement strategy, category management, strategic sourcing and tendering, negotiation, contract and supplier relationship management, procurement risk and ethics, and team leadership. They will leave able to run a purchasing function that delivers verified savings, holds suppliers to measurable standards, and develops the people who do the work. Gentex Training Center delivers this programme with procurement practitioners who manage international purchasing in live organisations.

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FAQs for the Certified International Procurement Manager (CIPM) course

Q1 What is the "Certified International Procurement Manager (CIPM)" course about?

It is a five-day programme on managing an international purchasing function. It covers procurement strategy and category management, strategic sourcing and tendering, negotiation, contract and supplier relationship management, risk and ethics control, and procurement team leadership.

Q2 What are the key benefits of the "Certified International Procurement Manager (CIPM)" course?

Participants build category strategies with verified savings, run sourcing projects that survive audit, and reduce supply and compliance risk through documented supplier controls. They also gain the leadership methods needed to raise team capability and report procurement value credibly.

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

You will gain procurement strategy and category management, strategic sourcing and tender management with weighted evaluation, negotiation and contract commercial management, and supplier relationship, procurement risk, and team leadership control.

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

The course works with spend cube analysis, the Kraljic portfolio matrix, the seven-step strategic sourcing process, prequalification and due diligence checklists, RFP and RFQ frameworks with two-envelope evaluation, weighted scoring and total cost of ownership models, BATNA analysis and concession planning, master agreement and service level contract structures, Incoterms 2020 rules, supplier relationship tiers and performance scorecards, savings baselining and validation, anti-bribery and conflict of interest controls, segregation of duties, and procurement team skills matrices.

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

Teams apply it when writing a category strategy, running a competitive tender, negotiating a multi-year supply agreement, reviewing supplier performance each quarter, preparing procurement evidence for audit, and building a buyer development plan. It also guides supplier risk reviews and annual savings reporting to management.