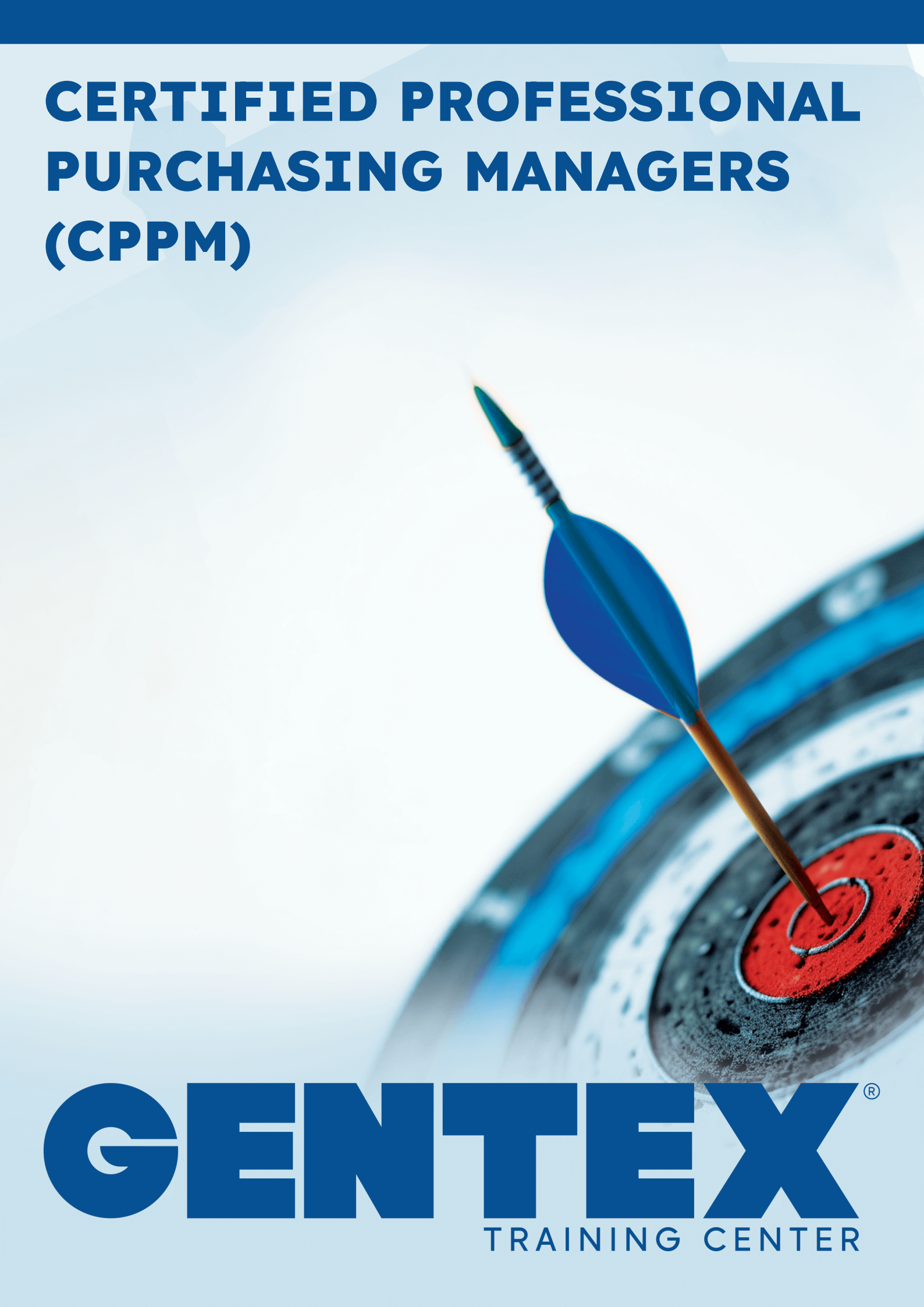
CERTIFIED PROFESSIONAL PURCHASING MANAGERS (CPPM)



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Introduction

Certified Professional Purchasing Managers (CPPM) Training Course develops the commercial and analytical skills that modern purchasing leaders need. Participants examine strategic sourcing, supplier selection, cost management and negotiation, then apply them to category plans and procurement budgets. Furthermore, the course covers total cost of ownership analysis, supplier performance measurement and risk management across the supply base. In addition, learners work with tools such as spend analysis, e-sourcing platforms and KPIs that support objective decisions. As a result, they leave able to reduce cost, secure supply and build supplier relationships that hold up under pressure.

Certified Professional Purchasing Managers (CPPM) Course Objectives

- Explain the purchasing cycle from need identification to payment and review.
- Develop category strategies using spend analysis and Kraljic portfolio segmentation.
- Select and evaluate suppliers through weighted criteria and scorecards.
- Apply total cost of ownership and life-cycle costing to purchasing decisions.
- Plan and lead negotiations that protect price, quality and delivery terms.
- Build procurement budgets and forecast spend accurately.
- Manage supplier relationships through SLAs, KPIs and review meetings.
- Assess supply risk and build mitigation and contingency plans.
- Use e-procurement and e-sourcing platforms to automate the purchase-to-pay cycle.
- Apply ethical, sustainable and compliant purchasing practices.

Course Methodology

- Instructor-led sessions built on live procurement cases and sourcing data.

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- Sourcing workshops where teams build a category strategy from scratch.
- Negotiation simulations with supplier counterparties and debriefs.
- Supplier scorecard and KPI exercises using real performance metrics.
- Spend analysis and cost breakdown exercises in spreadsheet models.
- Templates, checklists and category plan templates retained after the course.

Who Should Take This Course

- Purchasing and procurement managers and team leaders.
- Buyers, senior buyers and sourcing specialists.
- Supply chain and materials management professionals.
- Category managers across indirect and direct spend.
- Finance and operations staff involved in procurement decisions.
- Professionals preparing for the CPPM certification.

Certified Professional Purchasing Managers (CPPM) Course Outlines

Day 1: Strategic Purchasing and the Procurement Cycle

- The purchasing cycle and its role in organisational value.
- Purchasing structures, centralisation and shared services.
- Spend analysis and procurement opportunity assessment.
- Category management and the Kraljic portfolio matrix.
- Make-or-buy decisions and outsourcing considerations.
- Procurement policies, authority limits and internal controls.
- Building a procurement roadmap and savings plan.

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Day 2: Sourcing, Supplier Selection and Evaluation

- Requirements definition and specification writing.
- Market research and supplier pre-qualification.
- Tender and RFx processes: RFI, RFP and RFQ.
- Weighted evaluation criteria and supplier scorecards.
- Total cost of ownership and life-cycle costing models.
- Due diligence, financial health checks and compliance screening.
- Contract award, onboarding and supplier transition.

Day 3: Cost Management, Budgeting and Negotiation

- Cost breakdown analysis and should-cost modelling.
- Price analysis, benchmarking and market indices.
- Cost reduction levers: standardisation, consolidation and value engineering.
- Procurement budgeting, forecasting and variance control.
- Negotiation preparation, BATNA and concession planning.
- Supplier negotiation simulation and debrief.
- Documenting savings and reporting procurement value.

Day 4: Supplier Relationship and Performance Management

- Supplier segmentation and relationship tiers.
- Service level agreements and key performance indicators.
- Supplier development and continuous improvement programmes.
- Performance review meetings and corrective action plans.

- Collaborative and partnership sourcing models.
- Managing supplier disputes and escalations.
- Supplier innovation and early supplier involvement.

Day 5: Risk, Compliance and Digital Procurement

- Supply risk identification and risk registers.
- Single-source risk, continuity planning and dual sourcing.
- Ethical sourcing, anti-bribery and modern slavery duties.
- Sustainability, ESG criteria and green procurement.
- E-procurement and e-sourcing platform capabilities.
- Purchase-to-pay automation, catalogues and approval workflows.
- Applied workshop: presenting a category strategy and risk plan.

Conclusion

By successfully completing Certified Professional Purchasing Managers (CPPM), participants will gain a strong command of strategic sourcing, supplier evaluation, cost analysis and negotiation. They will also have acquired the tools to measure supplier performance, manage supply risk and report procurement savings with evidence. Gentex Training Center anchors the programme in real sourcing data and simulations, so learners return to their organisations able to apply each method straight away.

FAQs for the Certified Professional Purchasing Managers (CPPM) course

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Q1 What is the "Certified Professional Purchasing Managers (CPPM)" course about?

It covers the full purchasing cycle: spend analysis, category strategy, supplier selection, cost management, negotiation, supplier performance and supply risk. It also covers digital procurement and the compliance duties that govern ethical purchasing.

Q2 What are the key benefits of the "Certified Professional Purchasing Managers (CPPM)" course?

You learn to cut total procurement cost without damaging quality or delivery. The course strengthens negotiation outcomes, improves supplier accountability and gives you the evidence needed to report savings to senior management with confidence.

Q3 What skills will I gain from the "Certified Professional Purchasing Managers (CPPM)" course?

Strategic sourcing and category management, supplier evaluation and performance management, cost analysis and procurement budgeting, and negotiation and supply risk management.

Q4 What tools, methods, or standards are covered in the "Certified Professional Purchasing Managers (CPPM)" course?

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Spend analysis, the Kraljic portfolio matrix, total cost of ownership and should-cost modelling, RFI, RFP and RFQ processes, weighted supplier scorecards, service level agreements and key performance indicators, and e-procurement purchase-to-pay platforms.

Q5 How is the "Certified Professional Purchasing Managers (CPPM)" course applied in real-world practice?

Professionals use it to build category plans, run tenders, negotiate supplier agreements, manage scorecards and mitigate supply risk. Participants present a full category strategy and risk plan in the closing workshop.