PROFESSIONAL PROCUREMENT CERTIFICATION (CIPS / CPSM)



GENTEX®
TRAINING CENTER

GENTEX Training Center LLC | Orlando - FL, USA
Info@gentextraining.com

Introduction

Professional Procurement Certification (CIPS / CPSM) examines the body of knowledge that professional procurement examinations assess and that senior buying roles demand. This Training Course covers procurement strategy, category management, negotiation, contract and risk management, and ethical standards. Participants study the CIPS Global Standard, the CPSM competency model, total cost of ownership, and supplier relationship frameworks. Furthermore, the programme connects certification content to working practice through case application and assessment-style exercises. As a result, delegates leave able to apply professional standards and prepare confidently for certification assessment.

Professional Procurement Certification (CIPS / CPSM) Course Objectives

- Define the professional competencies assessed by CIPS and CPSM.
- Build procurement strategy aligned with organizational objectives.
- Apply category management and strategic sourcing methods.
- Conduct structured negotiation using value-based techniques.
- Draft and administer contracts controlling commercial risk.
- Manage supplier relationships and performance through KPIs.
- Apply procurement risk management and continuity planning.
- Implement ethical and sustainable procurement standards.
- Apply cost, financial, and total cost of ownership analysis.
- Prepare effectively for professional certification assessment.

Course Methodology

- Interactive workshops using certification syllabus topics and case studies.

- Structured category strategy and sourcing plan exercises.
- Negotiation labs with coached feedback and peer review.
- Contract and risk management analysis sessions.
- Assessment-style question practice and answer review.
- Action planning that converts each session into a workplace commitment.

Who Should Take This Course

- Procurement professionals preparing for CIPS or CPSM.
- Procurement managers and senior buyers.
- Category and sourcing specialists.
- Contract and supplier relationship managers.
- Supply chain and operations professionals.
- Finance and cost analysts supporting procurement.
- Graduates building a procurement career path.

Professional Procurement Certification (CIPS / CPSM) Course Outlines

Day 1: Procurement Strategy and Professional Standards

- The CIPS Global Standard and CPSM competency model.
- Procurement's strategic contribution and value levers.
- Organizational strategy alignment and procurement objectives.
- Operating models: centralised, decentralised, and shared services.

- Procurement policy, ethics, and professional codes.
- Sustainability and responsible procurement duties.
- Building the procurement strategy and business case.

Day 2: Category Management and Strategic Sourcing

- Spend analysis and category portfolio segmentation.
- Kraljic matrix and category positioning decisions.
- Supply market analysis and supplier intelligence.
- Sourcing strategy options and supplier tiering.
- Specification challenge and demand management.
- Make-or-buy and outsourcing evaluation.
- Category plan development and implementation.

Day 3: Negotiation and Supplier Relationship Management

- Negotiation planning: BATNA, ZOPA, and value creation.
- Distributive and integrative negotiation approaches.
- Concession management and ethics in negotiation.
- Supplier segmentation and relationship models.
- Supplier development and joint improvement.
- Performance scorecards and review meetings.
- Contract governance and dispute avoidance.

Day 4: Contract, Financial, and Risk Management

- Contract structure, obligations, and remedies.

- Total cost of ownership and lifecycle costing.
- Cost modelling, should-cost analysis, and benchmarking.
- Risk identification, allocation, and mitigation.
- Supply, quality, and continuity risk management.
- Payment terms, security instruments, and cash management.
- Claims management and contract closeout.

Day 5: Assessment Preparation and Continuous Development

- Assessment formats and question types reviewed.
- Structured answer technique and time management.
- Core topics revision and knowledge mapping.
- Case-based application and scenario practice.
- Building reflective practice and CPD routines.
- Professional development planning and mentoring.
- Personal action plan and continuous improvement.

Conclusion

By successfully completing Professional Procurement Certification (CIPS / CPSM), participants will have acquired a practical command of procurement strategy, category management, negotiation, contract and risk management, and professional ethics. They will know how to apply the standards that professional bodies assess and how to structure answers that meet assessment expectations. In addition, the course prepares delegates to build continuing professional development into their careers. As a result, they return to work ready to perform as certified-standard procurement professionals. Gentex Training Center delivers this Training Course with a practical, standards-based approach.

GENTEX Training Center LLC | Orlando - FL, USA
Info@gentextraining.com

FAQs for the Professional Procurement Certification (CIPS / CPSM) course

Q1 What is the "Professional Procurement Certification (CIPS / CPSM)" course about?

It is a five-day programme that covers the professional knowledge assessed by CIPS and CPSM certification. It spans procurement strategy, category management, strategic sourcing, negotiation, contract and risk management, supplier relationship management, ethics and sustainability, and assessment preparation.

Q2 What are the key benefits of the "Professional Procurement Certification (CIPS / CPSM)" course?

Participants gain the ability to apply professional procurement standards in daily practice, strengthen their commercial decision-making, and approach certification assessment with a clear structure. They also learn to build category strategies, manage supplier performance, and control procurement risk to professional benchmarks.

Q3 What skills will I gain from the "Professional Procurement Certification (CIPS / CPSM)" course?

Procurement strategy development aligned to business objectives, category management and strategic sourcing execution, negotiation with value-based techniques and concession control, and contract, risk, and supplier performance management to professional standards.

GENTEX® TRAINING CENTER

GENTEX Training Center LLC | Orlando - FL, USA
Info@gentextraining.com

Q4 What tools, methods, or standards are covered in the "Professional Procurement Certification (CIPS / CPSM)" course?

The course covers the CIPS Global Standard and the CPSM competency model, category management frameworks with the Kraljic matrix, spend analysis and portfolio segmentation methods, strategic sourcing and supplier tiering models, BATNA and ZOPA negotiation analysis, total cost of ownership and lifecycle costing, should-cost analysis and benchmarking techniques, contract structures with obligations and remedies, risk identification and allocation methods, supply risk and continuity planning tools, supplier performance scorecards and service level agreements, procurement ethics and responsible procurement codes, and continuing professional development (CPD) frameworks.

Q5 How is the "Professional Procurement Certification (CIPS / CPSM)" course applied in real-world practice?

Delegates apply it through procurement strategies, category plans, sourcing strategies, negotiation plans, contract documents, risk registers, supplier scorecards, cost models, ethics declarations, and professional development plans. They also use it to prepare structured assessment answers and to mentor colleagues preparing for certification.