

CIPP CERTIFIED INTERNATIONAL PROCUREMENT PROFESSIONAL

Understanding the role of Procurement within the Organisation

Successfully Building, Developing and Managing the Procurement Function

Managing Cost not Price

Personality Profiling Exercise

Practical Application: Delegates will individually complete a personality profiling questionnaire.

Commodity / Category based Procurement – What is it?

Spend Profiling: How to assess your companies spend.

Practical Application: Delegates will work in small groups to profile the expenditure of a selected commodity. Delegates can request that real life situations are used from their companies for this exercise.

Existing Supplier Profiling: How to assess your company's existing Suppliers. Includes a real life case study from a FTSE 100 company.

Supply Market Profiling: Developing a complete understanding of the supply market and knowledge of where the power lies.

Building High Level Commodity Strategies

Practical Application: Delegates will work in small groups to build high level strategies for a selected commodity. Delegates can request that real life situations are used from their companies for this exercise.

Identification of Suppliers for the Tender List: Selecting the right Suppliers for the tender. Includes a real life case study from a FTSE100 company.

The Tender Process

Practical Application: Delegates will work in small groups to build data gathering tools and tender assessment tools for a selected commodity. Delegates can request that real life situations are used from their companies for this exercise.

Pricing – Understanding, selecting and building the correct pricing model for the products or services being purchased. Including numerous worked examples

Practical Application: Delegates will work in small groups to build effective pricing models for a selected commodity and perform detailed analysis of supplier submissions. Delegates can request that real life situations are used from their companies for this exercise.

Key Performance Indicators and Appropriate SLA's

Practical Application: Delegates will work in small groups to build effective KPI's for the management of a selected process / arrangement. Delegates can request that real life situations are used from their companies for this exercise.

Negotiation – Building a position of strength for effective negotiation

Detailed, interactive in-depth review of all key areas covered during the week

Supply Chain Management Discussion – the importance of procurement to the success of the organisation as a whole

Supplier Development Discussion – once the supply chain is performing optimally, supplier development will allow the organisation to further improve and develop

Personality Profiling - Group Feedback Session

EXAMINATION Practical Application: