

€ TRAINING

CIPS Corporate Award Program Practitioner
Level 2





CIPS Corporate Award Program Practitioner Level 2

Introduction:

This program is designed to prepare participants for the certification exam only.

This training program is an advanced preparation program designed to equip procurement professionals with the necessary skills and knowledge to excel in their roles. Through it, individuals are equipped with the expertise to drive value and innovation within their organizations' procurement processes.

Program Objectives:

By the end of this program, participants will be able to:

- Develop a comprehensive understanding of advanced procurement and supply chain management principles.
- Acquire practical skills for effective strategic sourcing and procurement at a higher level.
- Strengthen the ability to efficiently manage complex supplier relationships and contracts.
- Enhance the capacity to contribute effectively to organizational procurement strategies and objectives.
- Prepare for successful completion of the CIPS Practitioner Level 2 examination.

Targeted Audience:

- Procurement professionals seeking to enhance their skills and knowledge at an advanced level.
- Supply chain managers responsible for strategic sourcing and procurement.
- Individuals aspiring to advance their careers in procurement and supply chain management.
- Professionals preparing for the CIPS Practitioner Level 2 examination.
- Organizations aiming to develop their procurement team's expertise and capabilities.

Program Outline:

Unit 1:

Procurement Fundamentals at Level 2:

- Understanding Advanced Procurement and its Strategic Importance.

- Advanced Procurement Processes and Best Practices.
- Procurement Ethics and Compliance at an Advanced Level.
- Legal Aspects of Procurement in Complex Environments.
- Integrating Procurement with Organizational Strategy.

Unit 2:

Advanced Strategic Sourcing:

- Strategic Sourcing Strategies and Models.
- Advanced Market Analysis Techniques.
- Complex Supplier Segmentation and Evaluation.
- Strategic Negotiation and Conflict Resolution Techniques.
- Leveraging Technology in Strategic Sourcing.

Unit 3:

Advanced Supplier Relationship Management:

- Importance of Advanced Supplier Relationship Management SRM.
- Developing and Maintaining Strategic Supplier Relationships.
- Advanced Supplier Performance Measurement and Improvement.
- Managing Complex Supplier Risk and Crisis Management.
- Collaborative Innovation with Suppliers.

Unit 4:

Advanced Contract Management:

- Fundamentals of Advanced Contract Management.
- Contract Types and Structures in Complex Projects.
- Detailed Contractual Terms and Conditions.
- Effective Contract Administration in Advanced Settings.
- Dispute Resolution and Contract Termination.



Unit 5:

Procurement Strategy and Performance:

- Developing Advanced Procurement Strategies aligned with Organizational Objectives.
- Key Performance Indicators KPIs in Advanced Procurement.
- Continuous Improvement in Advanced Procurement Processes.
- Preparing for the CIPS Practitioner Level 2 Examination.
- Case Studies and Best Practices in Advanced Procurement.

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