

# € TRAINING

CILT Certified Procurement Professional



10 - 14 November 2024  
Cairo (Egypt)



# CILT Certified Procurement Professional

REF: L1212 DATE: 10 - 14 November 2024 Venue: Cairo (Egypt) - Fee: 4095 Euro

## Introduction:

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

This training program is designed to provide participants with the essential knowledge and skills required to excel in the field of procurement. It empowers them to become adept procurement professionals capable of driving organizational success through effective procurement practices.

## Program Objectives:

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

- Understand the core principles and concepts of procurement.
- Implement strategic sourcing strategies to optimize procurement processes.
- Effectively manage contracts throughout their lifecycle.
- Cultivate robust supplier relationships to enhance procurement outcomes.
- Leverage technology and data analytics to drive procurement efficiency and innovation.
- Adhere to ethical and legal standards in procurement practices.
- Prepare for successful completion for the Certification Exam.

## Targeted Audience:

- Procurement managers and officers.
- Supply chain professionals.
- Purchasing specialists.
- Contract administrators.
- Anyone seeking CILT certification in procurement.

## Program Outline:

Unit 1:

Fundamentals of Procurement:

- Introduction to procurement principles and processes.
- Procurement lifecycle stages: requisition to payment.
- Procurement governance and compliance.
- Key performance indicators KPIs in procurement.
- Case studies highlighting successful procurement practices.

## Unit 2:

### Strategic Sourcing and Vendor Management:

- Strategic sourcing methodologies and frameworks.
- Supplier identification, evaluation, and selection.
- Negotiation strategies for procurement contracts.
- Vendor performance management and improvement.
- Ensuring supply chain resilience through effective vendor management.

## Unit 3:

### Contract Management Essentials:

- Understanding contract types and structures.
- Drafting and reviewing procurement contracts.
- Contract negotiation and execution.
- Contract compliance monitoring and enforcement.
- Managing contract risks and disputes.

## Unit 4:

### Supplier Relationship Management SRM:

- Importance of supplier relationship management.
- Developing strategic supplier partnerships.
- Supplier segmentation and relationship mapping.
- Collaboration and innovation with key suppliers.



- Addressing challenges and conflicts in supplier relationships.

## Unit 5:

### Technology and Innovation in Procurement:

- Overview of procurement technology solutions.
- Digital transformation in procurement processes.
- Leveraging data analytics for procurement insights.
- Emerging technologies shaping the future of procurement.
- Best practices for implementing procurement technology.

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