

# € TRAINING

Certified Professional Purchasing Manager  
CPPM



4 - 8 August 2024  
Dubai (UAE)



# Certified Professional Purchasing Manager CPPM

REF: L2334 DATE: 4 - 8 August 2024 Venue: Dubai (UAE) - Fee: 5310 Euro

## Introduction:

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

This training program is designed to equip participants with the necessary skills and knowledge to excel in the field of purchasing and supply chain management. It is structured to help participants pass the CPPM certification exam and also enhance their ability to contribute effectively to their organizations' procurement functions.

## Course Objectives:

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

- Apply fundamental principles of procurement and supply chain management to their organizational functions.
- Utilize effective supplier management and negotiation strategies to enhance procurement processes.
- Develop strategic procurement plans aligned with organizational objectives.
- Optimize procurement operations and processes for efficiency and effectiveness.
- Demonstrate ethical conduct and compliance with legal and regulatory requirements in procurement practices.
- Prepare effectively for the CPPM certification exam through practice questions.

## Targeted Audience:

- Procurement Managers and Officers.
- Supply Chain Managers and Analysts.
- Purchasing Professionals.
- Sourcing Specialists.
- Inventory and Logistics Managers.

## Program Outlines:

Unit 1:

## Fundamentals of Procurement and Supply Chain Management:

- Introduction to Procurement and its Strategic Importance.
- Key Principles of Supply Chain Management.
- Procurement Process: From Sourcing to Payment.
- Overview of CPPM Certification and Exam Structure.
- Understanding the role of procurement and supply chain management in organizational success.

## Unit 2:

### Supplier Management and Negotiation Strategies:

- Supplier Selection Criteria and Evaluation.
- Developing Strong Supplier Relationships.
- Effective Negotiation Techniques in Procurement.
- Contract Management and Performance Metrics.
- Strategies for resolving conflicts and fostering collaboration with suppliers.

## Unit 3:

### Strategic Procurement Planning:

- Aligning Procurement with Organizational Strategy.
- Category Management and Strategic Sourcing.
- Risk Management in Procurement.
- Sustainable Procurement Practices.
- Developing strategic procurement plans to support organizational objectives.

## Unit 4:

### Procurement Operations and Process Optimization:

- Purchase Requisition to Purchase Order Workflow.
- Inventory Management and Demand Forecasting.
- E-Procurement and Technology Tools.



- Lean Procurement Practices for Efficiency.
- Implementing continuous improvement initiatives to optimize procurement processes.

## Unit 5:

### Ethics, Compliance, and Exam Preparation:

- Ethical Considerations in Procurement.
- Legal and Regulatory Aspects of Procurement.
- CPPM Exam Prep: Practice Questions.
- Tips for Successful Exam Taking.
- Summary.

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