MAWA EVENTS

Address: No. 857, Block A2. Leisure Commerce Square - No 9., 46150 Petaling Jaya, Selangor, Malaysia

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CERTIFIED PROFESSIONAL PURCHASING MANAGER (CPPM) BY AMERICAN PURCHASING SOCIETY

""Globally Recognized Certification for Advanced Procurement Leadership and Strategy""

Schedule

Date	Venue	Fees (Face-to-Face)
12 – 16 Apr 2026	Manama, Bahrain	USD 3495 per delegate
04 – 08 Oct 2026	Doha, Qatar	USD 3495 per delegate

► **Available delivery methods:** Face-to-Face & Online Training

Introduction

The Certified Professional Purchasing Manager (CPPM) credential is awarded by the American Purchasing Society (APS), USA, and is globally recognized as a benchmark for excellence in procurement management. The CPPM is designed for experienced purchasing professionals who wish to advance their knowledge in purchasing strategy, supplier negotiations, leadership, and global procurement trends.

This five-day certification training equips participants with the strategic mindset and advanced tools required to manage procurement teams, align purchasing goals with organizational strategy, and deliver bottom-line value. It is ideal for CPP (Certified Purchasing Professional) holders seeking career advancement, as well as experienced managers aiming to validate their capabilities through a recognized international certification.

Objectives

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

- Demonstrate mastery of advanced purchasing management concepts and techniques
- Align procurement objectives with corporate financial and operational goals
- Manage supplier relationships strategically and resolve conflicts effectively
- Analyze procurement risks and implement effective mitigation strategies
- Lead procurement teams and projects with confidence and authority

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Why Attend

- Achieve an internationally recognized certification from the American Purchasing Society
- Expand your strategic role within the procurement function
- Improve supplier performance, compliance, and contract value
- Enhance decision-making through advanced procurement analytics
- Prepare for leadership roles in global sourcing, contract management, and supply chain governance

Target Audience

This program is designed for:

- Senior purchasing and procurement professionals
- Supply chain and sourcing managers
- Contract and category managers
- Professionals already certified as CPP or with equivalent experience
- Individuals preparing to lead procurement functions or departments

Individual Benefits

Key competencies that will be developed include:

- Strategic supplier management and cost optimization
- Procurement planning and contract execution
- Risk-based thinking in purchasing decisions
- Cross-functional leadership and stakeholder alignment
- Compliance, ethics, and sustainability in global sourcing

Organizational Benefits

Upon completing the training course, participants will demonstrate:

- Increased procurement effectiveness and strategic alignment
- Stronger vendor performance management and negotiation outcomes
- Reduced procurement risks and contract disputes
- Improved value creation through procurement transformation
- Globally certified leadership capacity in the purchasing function

Instructional Methodology

The course follows a blended learning approach combining theory with practice:

- Strategy Briefings – Advanced concepts in procurement strategy and global sourcing
- Case Studies – Complex procurement scenarios and industry-specific challenges
- Workshops – Cost analysis, contract drafting, and supplier performance evaluation
- Peer Exchange – Knowledge-sharing sessions with experienced professionals
- Tools – Templates for sourcing plans, negotiation prep, and vendor scorecards

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Course Outline

Detailed 5-Day Course Outline

Training Hours: 07:30 AM – 3:30 PM **Daily Format:** 3–4 Learning Modules | Coffee breaks: 09:30 & 11:15 | Lunch Buffet: 01:00 – 02:00

Day 1: Purchasing Leadership and Strategic Alignment

- Module 1: Introduction to CPPM and Advanced Procurement Concepts (07:30 – 09:30) • Role of purchasing in organizational strategy • Overview of the CPPM certification requirements
- Module 2: Strategic Planning for Procurement Functions (09:45 – 11:15) • Aligning procurement with business goals • Strategic sourcing roadmaps and frameworks
- Module 3: Procurement Organization and Team Leadership (11:30 – 01:00) • Managing procurement teams and cross-functional coordination • Competency development and leadership styles
- Module 4: Workshop – Developing a Procurement Strategy Map (02:00 – 03:30) • Create a high-level procurement alignment plan

Day 2: Financial, Legal & Risk Aspects of Procurement

- Module 1: Cost and Price Analysis Techniques (07:30 – 09:30) • Total cost of ownership (TCO) and cost breakdown analysis • Evaluating supplier pricing models
- Module 2: Procurement Risk Management (09:45 – 11:15) • Identifying and assessing risks in sourcing decisions • Developing risk mitigation and contingency plans
- Module 3: Legal Considerations in Contracting (11:30 – 01:00) • Contract structures, terms, and dispute resolution • Managing legal and ethical issues in procurement
- Module 4: Workshop – Contract Review and Risk Evaluation (02:00 – 03:30) • Analyze a sample contract and identify potential issues

Day 3: Advanced Supplier and Category Management

- Module 1: Category Management Frameworks (07:30 – 09:30) • Organizing spend into categories for strategic focus • Data-driven spend analysis techniques
- Module 2: Supplier Evaluation and Performance Metrics (09:45 – 11:15) • Vendor scorecards and KPIs • SLA development and performance reviews
- Module 3: Negotiation Tactics and Conflict Resolution (11:30 – 01:00) • Advanced negotiation planning and strategies • Conflict types and resolution tools
- Module 4: Workshop – Supplier Scorecard Development (02:00 – 03:30) • Create and apply performance metrics to supplier case studies

Day 4: Technology and Global Procurement Practices

- Module 1: Procurement Technologies and Trends (07:30 – 09:30) • E-procurement, SRM platforms, and data analytics • Blockchain, AI, and automation in procurement
- Module 2: Sustainability and Ethical Sourcing (09:45 – 11:15) • Social responsibility in supply chains • Green procurement and compliance standards
- Module 3: Global Sourcing and International Trade (11:30 – 01:00) • Trade regulations, INCOTERMS, and customs considerations • Managing international suppliers and risks
- Module 4: Workshop – Global Sourcing Strategy Design (02:00 – 03:30) • Build a global sourcing case plan for a complex project

Day 5: Certification Preparation and Final Integration

- Module 1: Review of Core CPPM Content (07:30 – 09:30) • Key takeaways and revision for final assessment
- Module 2: Final Assessment & Certification Exam (09:45 – 11:15) • CPPM exam administered under APS guidelines
- Module 3: Action Planning and Career Development (11:30 – 01:00) • Creating a personal development and procurement improvement plan
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Module 4: Certification Ceremony and Wrap-Up (02:00 – 03:30) • Results, feedback, and official CPPM certificate distribution

Certification

Participants who successfully complete the training and pass the exam will receive the Certified Professional Purchasing Manager (CPPM) certification issued by the American Purchasing Society (APS), USA, verifying their advanced capabilities in procurement leadership and strategic supply management.

Why Choose MAWA Events

- **Global Expertise:** More than 17 years of experience in professional training and consulting.
- **Industry-Leading Faculty:** Courses delivered by seasoned professionals with hands-on experience.
- **Practical Insights:** Learn to turn theory into actionable strategies for real-world business impact.
- **Client-Focused Solutions:** Customized programs designed to achieve your organisation's unique goals.

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