

CERTIFIED INTERNATIONAL PROCUREMENT PROFESSIONAL (CIPP)

"Mastering Global Procurement Strategies, Contracts, and Compliance"

Schedule

Date	Venue	Fees (Face-to-Face)
08 - 12 Jun 2026	Dubai, UAE	USD 3495 per delegate

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

Introduction

Procurement is evolving into a strategic function critical to achieving organizational efficiency, resilience, and global competitiveness. The Certified International Procurement Professional (CIPP) program equips professionals with the tools, methodologies, and international best practices required to manage procurement processes, supplier relationships, and compliance across global markets. This 5-day certification program empowers participants to develop sourcing strategies, negotiate international contracts, reduce procurement risks, and improve overall supply chain performance. It also covers key principles from leading procurement standards and frameworks such as CIPS, ISO 20400, and UNCITRAL.

Objectives

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

- Apply international procurement principles and policies effectively
- Develop sourcing strategies for cost reduction and value creation
- Evaluate suppliers using qualitative and quantitative criteria
- Structure and negotiate global procurement contracts
- Manage risks and ensure ethical and sustainable procurement

Why Attend

- Elevate your procurement capabilities to a globally recognized standard
- Strengthen negotiation skills and supplier management strategies
- Build resilience into your supply base with risk mitigation practices
- Boost value creation through advanced sourcing techniques
- Earn a respected certification that validates your procurement expertise

Target Audience

This program is designed for:

- Procurement and purchasing officers
- Contract and sourcing specialists
- Supply chain and logistics professionals
- Category and vendor managers
- Anyone pursuing professional certification in procurement

Individual Benefits

Key competencies that will be developed include:

- Global procurement frameworks and sourcing models
- Contract drafting, negotiation, and lifecycle management
- Cost analysis, total cost of ownership (TCO), and supplier evaluation
- Risk, ethics, and compliance in procurement
- Strategic decision-making and stakeholder engagement

Organizational Benefits

Upon completing the training course, participants will demonstrate:

- Improved procurement efficiency and cost management
- Enhanced supplier performance and contract outcomes
- Reduced legal and reputational risks in sourcing operations
- Alignment of procurement with corporate sustainability goals
- Greater capability to support strategic sourcing initiatives

Instructional Methodology

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

- Concept Briefings - Core procurement concepts and international standards
- Case Studies - Cross-border sourcing, dispute resolution, and cost control
- Hands-On Exercises - Supplier evaluation, contract analysis, and negotiations
- Simulations - Realistic procurement scenarios and decision-making challenges
- Certification Exam Preparation - Sample tests and review modules

Course Outline

Training Hours: 7:30 AM - 3:30 PM Daily Format: 3-4 Learning Modules | Coffee Breaks: 09:30 & 11:15 | Lunch Buffet: 01:00 - 02:00

Day 1: Procurement Foundations and Strategy

- Module 1: Role and Scope of Procurement in Organizations (07:30 - 09:30) • Evolution of procurement from tactical to strategic • Procurement vs purchasing vs sourcing
- Module 2: Developing Procurement Strategy (09:45 - 11:15) • Centralized vs decentralized models • Make-or-buy decisions and sourcing options
- Module 3: Procurement Planning and Needs Analysis (11:30 - 01:00) • Forecasting demand and specifying requirements • Stakeholder collaboration and budgeting
- Module 4: Workshop - Build a Sourcing Plan (02:00 - 03:30) • Group activity using real-world procurement needs

Day 2: Sourcing, Supplier Evaluation, and Contracting

- Module 5: Supplier Identification and Qualification (07:30 - 09:30) • RFQs, RFPs, and prequalification criteria • Evaluation matrices and supplier scorecards
- Module 6: International Tendering and Compliance (09:45 - 11:15) • Tendering laws, UNCITRAL Model Law, and anti-bribery compliance • Bid management and transparency
- Module 7: Contract Formation and Negotiation (11:30 - 01:00) • Terms and conditions, SLAs, KPIs • Negotiation techniques and cultural considerations
- Module 8: Simulation - Supplier Selection and Negotiation (02:00 - 03:30) • Role play and scoring exercise

Day 3: Financial and Risk Analysis in Procurement

- Module 9: Cost and Price Analysis (07:30 - 09:30) • TCO, landed cost, price breakdowns • Cost modeling for savings
- Module 10: Financial Evaluation of Suppliers (09:45 - 11:15) • Balance sheet analysis, liquidity, and credit risk • Risk thresholds and financial scoring
- Module 11: Risk Management in Procurement (11:30 - 01:00) • Contractual, operational, geopolitical, and compliance risks • Risk registers and contingency planning
- Module 12: Workshop - Develop a Risk Mitigation Plan (02:00 - 03:30) • Build a procurement risk profile

Day 4: Contract Administration and Supplier Performance

- Module 13: Contract Management and Administration (07:30 - 09:30) • Post-award contract execution and controls • Change orders, claims, and variations
- Module 14: Supplier Relationship Management (09:45 - 11:15) • Performance reviews, scorecards, and dispute resolution • Strategic partnerships and collaboration
- Module 15: Ethical and Sustainable Procurement (11:30 - 01:00) • ISO 20400, ESG policies, and supplier audits • Anti-corruption and human rights due diligence
- Module 16: Simulation - Audit a Procurement Contract (02:00 - 03:30) • Contract health check and compliance report

Day 5: Certification Exam and Integrated Review

- Module 17: Final Case Study - Integrated Procurement Challenge (07:30 - 09:30) • Strategy, sourcing, contracting, and risk resolution
- Module 18: Certification Exam (09:45 - 11:15) • Multiple-choice assessment and scoring
- Module 19: Exam Review and Feedback (11:30 - 01:00) • Correct answers discussion and performance feedback
- Module 20: Course Wrap-Up and Award Ceremony (02:00 - 03:30) • Action planning and certification distribution

Certification

Participants will receive the Certified International Procurement Professional (CIPP) credential, validating their competence in managing global procurement operations, supplier contracts, and risk frameworks in alignment with international procurement standards.

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