

CERTIFIED INTERNATIONAL PROCUREMENT PROFESSIONAL

"Master Global Procurement Strategies, Supplier Management, and Cross-Border Sourcing Excellence."

Schedule

Venue (In-house)	Fees
At Your Organization Premises	Ask For The Quotation

► **Available delivery methods:** In-House Training

Introduction

In today's globalized economy, procurement professionals play a critical role in driving organizational success by managing complex supply networks, optimizing costs, and ensuring the timely delivery of goods and services across borders. The Certified International Procurement Professional course provides a comprehensive understanding of international procurement processes, supplier relationship management, and global sourcing strategies.

This program equips participants with the practical tools and analytical skills needed to navigate the complexities of international trade, including import/export procedures, supplier evaluation, contract negotiation, risk management, and compliance with global standards. Through a blend of theory, real-world case studies, and practical exercises, participants will gain the expertise to deliver value, efficiency, and transparency in international procurement operations.

Objectives

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

- Understand the principles and practices of international procurement.
- Develop and implement global sourcing and supplier strategies.
- Evaluate and select international suppliers using structured criteria.
- Manage cross-border procurement risks, logistics, and documentation.
- Negotiate effectively with global suppliers and stakeholders.
- Ensure compliance with international trade regulations and ethical standards.
- Optimize procurement performance using key metrics and KPIs.
- Align procurement functions with organizational and strategic goals.

Why Attend

As supply chains become more global and complex, the ability to manage procurement across borders is a vital skill for professionals seeking to lead in a competitive marketplace. This course provides participants with a global perspective on procurement management — from strategy and compliance to sustainability and innovation. It enables professionals to make informed decisions, manage supplier relationships effectively, and ensure value creation in every transaction.

Target Audience

This course is suitable for:

- Procurement and Purchasing Managers
- Supply Chain and Logistics Professionals
- Contract and Vendor Managers
- Sourcing and Category Managers
- Operations and Commercial Managers
- Business Development and Project Professionals
- Anyone involved in international trade, import/export, or procurement strategy

Individual Benefits

- Gain a recognized qualification in international procurement.
- Develop expertise in cross-border sourcing and supplier management.
- Improve negotiation and risk management skills in a global context.
- Enhance your ability to handle international contracts and compliance.
- Strengthen your analytical and strategic decision-making capabilities.
- Increase career prospects and credibility in global procurement roles.

Organizational Benefits

- Improve global sourcing efficiency and supplier performance.
- Reduce procurement costs and operational risks.
- Ensure compliance with international laws, standards, and sustainability goals.
- Strengthen supplier partnerships and long-term value creation.
- Enhance transparency, accountability, and governance in procurement.
- Build a skilled, globally aware procurement workforce.

Instructional Methodology

The course employs a practical, interactive learning model through:

- Instructor-led sessions and international case studies
- Group exercises and scenario-based workshops
- Supplier evaluation and negotiation simulations
- Hands-on analysis of global sourcing data and KPIs
- Open discussions and Q&A sessions with industry experts
- Continuous feedback and collaborative learning activities

Course Outline

- Module 1: Overview of International Procurement and Global Supply Chains
- Module 2: Strategic Sourcing and Global Supplier Management
- Module 3: Supplier Evaluation, Qualification, and Relationship Building
- Module 4: International Trade Laws, Incoterms, and Documentation
- Module 5: Risk Management in Cross-Border Procurement
- Module 6: Negotiation Techniques for International Agreements
- Module 7: Sustainable and Ethical Procurement Practices
- Module 8: Procurement Costing, Budgeting, and Performance Analysis
- Module 9: Technology and Digital Transformation in Global Procurement
- Module 10: Capstone Workshop – Developing a Global Procurement Strategy

Certification

Upon successful completion, participants will be awarded the Certified International Procurement Professional credential, recognizing their expertise in managing global procurement processes, mitigating risks, and achieving excellence in international sourcing and supplier 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.

In-House / Customized Training

Interested in running this course for your team?

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