



INTERNATIONAL PURCHASING
AND SUPPLY CHAIN MANAGEMENT INSTITUTE



Ronnie Davidson
Certification Trainer
South Africa

11-14 March 2025
Monomotapa Hotel, Harare, Zimbabwe



Earn an accredited certification from
**INTERNATIONAL PURCHASING AND SUPPLY CHAIN
MANAGEMENT INSTITUTE, USA (IPSCMI)**
- an international certification that is globally
recognized.

Certified International Procurement Manager (CIPM)

Overview

CIPM will help you to understand the complex concepts in purchasing to attain leadership positions. It focuses on fulfilling the strategic goals of an organization through efficient sourcing, supply chain management, contracts management and best ethical practices along with foreseeing the future trends in the industry.

CIPM is an advanced level certification in Procurement. Enrolment for CIPM is possible after obtaining the CIPP certification. The CIPM certification is specifically designed for individuals who want to enhance their career and get into the senior management level. The course will focus mostly on the strategic aspects of procurement. The CIPM certification will highlight the skills and expertise required in the industry along with the vast knowledge needed to manage procurement for long-term benefits.

Investment

\$ 1500.00 USD Per Individual Covering:
Training Materials, 3 Days
Physical Classes, Teas, Lunch, Online
Exam, CIPM certification & 18 CPD

Banking Details

Bank Name: CBZ Bank Limited
Account Name: Insightful Professionals
Account No ZiG: 12027088230020
Account No FCA: 12027088230010
Branch Name: Robert Mugabe Branch
Branch Code: 6114

FOR TRAINING BOOKINGS AND IN-HOUSE TRAINING CONTACT US ON:
+263 78 320 8697
www.insightfulprofessionals.com | info@insightfulprofessionals.com

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Module 1: Leadership and Management

- Understanding yourself as a leader, Servant leadership, leadership style
- Understanding the dynamics of teams
- Effective communication techniques & skills, crucial conversations, managing & motivating staff, leveraging individual differences, driving innovation.
- Understanding dynamics of power and influence, collaboration and navigating change

Module 2: Streamlining your procurement process

- Planning and strategy development
- Organizing procurement
- Leading procurement organization
- Controlling and evaluating the procurement organization

Module 3: Spend management and spend analysis

- Developing an enterprise-wide spending overview process.
- Enhancing the enterprise through better contract compliance, cost savings
- Building a spend integration layer for full data visibility, upstream and downstream, tracking, and spend reporting.

Module 4: Sourcing

- Supply base analysis, nature of sources, existing versus new sources
- Supplier evaluation & selection, standard tools to support assessment
- Buying strategies, financial tools, forecasts of volume, Factors in procurement method selection.

Module 5: Strategic Sourcing

- Internal organization conditions
- Market analysis, supplier marketing strategies
- Risk/benefit analysis
- Roll-out plan

Module 6: Strategic sourcing & category management

- Strategic sourcing 101, category management 101
- Current category management status
- What's next

Module 7: World class contract negotiator

- KSAs needed to be a world class master negotiator
- How to achieve world class master negotiator status

Module 8: International Sourcing

- Research & benchmarking of potential suppliers
- Skills for working with other cultures
- Financial issues, Foreign exchange & payments
- Development of a business case/plan, strategies
- Governmental regulations
- Brokers/import merchants, Logistics providers
- Trade networks/trading companies
- Importing into the U.S.
- International commercial contracts hand out

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Module 9: Contract Administration I: (Administration of Service Contracts)

- Post award orientation
- Contract administration and performance management
- Contract modifications
- Contract termination and closeout

Module 10: Contract Administration II: (Contract Changes

- Negotiation of change orders
- Equitable adjustments
- Constructive change causes

Module 11: Supplier Relationship Management I: (Identify oppotunities and benefits of rationalising supply base)

- SRM definition
- SWOT analysis
- Data-mining tools
- Supply base rationalization
- Supplier categories
- Supplier segmentation

Module 13: Supplier Relationship Management III: (Develop new supplier qualification plans & reports)

- Customer communication/CRM
- Supply chain mapping
- Quality systems
- Logistics systems
- Financial analysis
- Methods of requirements gathering
- Supplier evaluation measures

Module 12: Supplier Relationship Management II: (Develop/manage effective relationships with suppliers)

- Benefits of good supplier relations
- Confidentiality policies
- Ways of promoting good relations and trust
- Supplier product education issues.
- Issues in reciprocity
- Continuous improvement concepts
- Supplier partnerships/strategic alliances
- Reverse marketing/supplier development
- Supplier mentorship
- Early supplier involvement
- Supply chain management
- Supply base innovation

Module 14: Supplier Relationship Management IV: (Conduct supplier performance evaluations)

- Supplier performance factors.
- Issues in conducting site visits
- Evaluate changes within supplier organization



REGISTRATION FORM

Name of the Course:

BANK NAME: CBZ | INSIGHTFUL PROFESSIONALS

AUTHORISING PERSON: ACCOUNT NUMBER FCA: 12027088230010| ZiG: 12027088230020

Full Names:	
Designation:	
Email Address:	
Company Name:	
Postal Address:	
Postal Code:	
City & Country:	
Nature of Business:	
Date:	
Signature:	

By completing and signing the registration form, you acknowledge and accept the terms and conditions

DELEGATE/S INFORMATION

Name	Designation	Mobile Number	Email Address

Terms and Conditions:

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2. Cancellations must be made 21 days prior to the event, cancellations received up to 21 days prior to the event will 50 % refund of the conference fee, cancellation received between 21 days and the date event will forfeit the full conference fee, delegate substitute can be made at any time at no additional cost.
3. In case of event postponement or rescheduling, no refund will be made, arrangements for attending the next available event will be considered and Insightful Professionals Academy reserves the right to make such decisions.
4. In the event of a registered delegate not attending the event (no show), no refund will be provided. It is the delegate's responsibility to inform Insightful Professionals Academy of any changes in attendance prior to the event, as per the cancellation policy.
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