



INTERNATIONAL PURCHASING
AND SUPPLY CHAIN MANAGEMENT INSTITUTE



Ronnie Davidson
Certification Trainer

South Africa

UCT BSB, IMM, CPIM, CSCP, CISCIP,
CIWIM, CIPP & CDDP

Course Facilitator and Founder of
Business Learning Systems SA cc

CERTIFIED INTERNATIONAL PROCUREMENT PROFESSIONAL (CIPP)

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

4 - 7 FEBRUARY 2025
MONOMOTAPA HOTEL, HARARE, ZIMBABWE

Overview

CIPP has a rigorous curriculum that focuses on the basics of purchasing, eProcurement, maintaining healthier relationships with suppliers and ensuring sustainable procurement.

The CIPP program is designed for all aspiring procurement professionals. It is one of the best-known procurement qualifications in the world that is suitable for individuals who are committed to implementing the best procurement and supply chain practices in their organizations

The CIPP certification validates the Procurement professional's knowledge and dedication to follow the ethical practices in the industry. It is considered as the yardstick of excellence in the field of procurement. When certified by IPSCMI, the person is well-poised to make a difference in both his career as well as the organisation that he works for.

Investment

\$ 1500.00 USD Covering:
Training Materials, 3 Days
Physical Classes, Teas, Lunch, Online
Exam, CIPP
Certification & 18 CPD

BANK NAME:	CBZ Bank Limited
ACCOUNT NAME:	INSIGHTFUL PROFESSIONALS
ACCOUNT NUMBER FCA:	12027088230010
ACCOUNT NUMBER ZIG:	12027088230020
ACCOUNT NAME:	ROBERT MUGABE BRANCH
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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: Introduction to Purchasing and Supply Chain Management

- Introduction to purchasing, value chain, supply
- chain, and supply chain management
- Supply Chain Management activities
- Supply Management Pillars

Module 2: Purchasing Process

- Purchasing Process
- Role of E-Procurement
- Types of Purchases
- Improving the Purchasing Process

Module 3: Purchasing Policy and Procedures

- Purchasing Policy and Procedures in today's business environment.
- Effective Purchasing Policy
- Effective Purchasing Procedures

Module 4: Purchasing Integration for Competitive Advantage

- Essential Elements of Integration
- Buyer-Seller Relationships
- Cross-Functional Teams
- Purchasing's part in New Product Develop

Module 5: Purchasing and Supply Chain Organization

- Effective Organizational Design
- Organizing the purchasing function
- Organizing for supply chain management
- Creating the Organization of the Future
- Supplier Integration into New Product Development
- Process for Integrating Suppliers

Module 6: Purchasing and Commodity Strategy Development

- Purchasing Goals drive both strategic purchasing processes and commodity strategies
- Strategic Planning Process
- Purchasing Strategy
- Insourcing / Outsourcing (Make or Buy) decision
- Step-by-step process to translate corporate strategy objectives into purchasing commodity strategies

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Module 7: Supplier Evaluation and Selection

- Evaluation, Selection and Continuous
- Measurement of Suppliers.
- Evaluation and Selection processes
- Financial Ratio Analysis
- Key Supplier Evaluation Criteria
- Price, Cost Analysis

Module 8: Worldwide Sourcing

- Differences: Domestic and Global Purchasing
- Global Sourcing Levels
- Global Sourcing Benefits
- Switching from Domestic to Global Sourcing
- Roadblocks to Overcome
- Starting an Offshore Buying Program
- Sourcing Strategies (Pros and Cons)
- Domestic (US) Global Sourcing Companies
- In Country-based Sourcing Representatives
- Establishing dedicated international purchase office (IPO)
- Direct from Offshore Suppliers
- Identifying and Qualifying Offshore Suppliers

Module 9: Strategic Cost Management

- Total and Strategic Cost Analysis
- Cost and its various definitions

Module 10: Purchasing and Supply Chain Analysis: Tools and Techniques

- Project Management
- Learning Curve Analysis
- Value Engineering
- Quantity Discount Analysis
- Process Mapping

Module 11: Negotiation

- Module 11: Negotiation
- Purchase Negotiation process.
- Negotiation Planning, Power, Concessions,
- Tactics, and Win-Win Negotiation.

Module 12: Contract Types

- Contracts / Purchase Orders

Module 13: Purchasing Law and Ethics

- Contract Law and Agency Law
- Purchasing Ethics
- Uniform Commercial Code
- CISG VS UCC

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TRAINER PROFILE

Ronnie Davidson

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Course Facilitator and Founder of Business Learning Systems SA cc

Ronnie was involved in the IT industry for over 20 years where he started as a sales trainee with an international computer company and graduated through Sales Manager, National Sales Manager to Strategic Marketing Manager over a period of about 8 years. Ronnie attended the Graduate School of Business PMD course at UCT in Cape Town and later received the merit award for Marketing and wrote a paper on "Consumer vs Industrial Marketing" which was nominated for the Raymond Ackerman marketing award. Ronnie transferred from the outsourcing division of ICL and moved back into sales selling mainframe computers and expanded his knowledge of production & manufacturing by qualifying as a member of the American Production & Inventory Control Society [CPIM].

He started Business Learning Systems Sa specialising in Business Training and was contracted to develop the business acumen of about 60 engineers and scientists at the Atomic Energy Corporation as part of their commercialisation programme. Subsequently Ronnie was appointed as the consulting Sales Manager at the Atomic Energy Corporation for the 11 divisions that were entering the commercial market. During this period, he provided sales training and conducted weekly sales meetings for a variety of their business units.

He was appointed managing director of a medium sized engineering company where he was able to successfully implement and test the concepts, he taught on his business courses.

Within 2 years the company reduced manufacturing lead times from 16 weeks to 3 weeks and improved on-time deliveries from being an average of 2 – 3 weeks late to 78% being delivered on due day.

Sales were also improved by 35% over the period.

Ronnie successfully completed the CSCP exam certifying him as Supply Chain Professional to add to his CPIM qualification and was amongst the to qualify as a Demand Driven Professional by acquiring is CDDP certification.

He enhanced his knowledge of supply chain management by obtaining his CISCIP, CISCIP and CIWIM through the International Purchasing and Supply Chain Management Institute.

He also worked with Brian Maskell and Associates presenting their workshops on Lean Management and Value Stream Costing for lean manufacturing operations and was their appointed consultant in South Africa.

With qualifications and practical experience in manufacturing, marketing and sales from sales trainee to managing director, Ronnie brings a wealth of practical experience that provides meaningful insight and helps delegates see the business values of the concepts taught.

Challenging questions from all disciplines can therefore be addressed and answered with practical proven insight to reinforce the powerful learning objectives. There are very few presenters with this broad experience and working knowledge of business.

He personally conducts each course and has now trained over 4 000 managers and salespeople in leading African companies including IBM, Business Connexion, Altron, AECI, Atomic Energy, Denel, USAID in Uganda and oil companies in Angola.

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REGISTRATION FORM

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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

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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.
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