



INTERNATIONAL PURCHASING  
AND SUPPLY CHAIN MANAGEMENT INSTITUTE



**Ronnie Davidson**  
Certification Trainer  
South Africa

**14-17 October 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. 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: Sapphire House**  
**Branch Code: 6120**

**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[1], category management [1]
- 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