

Certified International Procurement Manager (CIPM)

Understand the key processes in procurement and help build the professional knowledge and competencies that needed by organisations

1 – 3 November 2022

This is an **interactive Virtual Instructor-Led Training (VILT)**. Kindly ensure you have a working Webcam and Headset with Microphone.

- ✓ Strictly limited number of seats to ensure maximum learning and experience for all delegates
- ✓ Thorough and customised program to address current market concerns
- ✓ Provision of a digital certificate to participants at the end of the training

FREE TAKEAWAYS

Free International Purchasing and Supply Chain Management Institute (IPSCMI) **VIP Membership**

• **The benefits delegate will gain through this membership include:**

- Increase in personal professionalism, quality, knowledge and skill
- Receiving free periodic mailings of recent developed materials, articles and news reports

Soft copy of training materials will be sent to participants via email before or on the 1st day of training.

MAJOR BENEFITS OF ATTENDING

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

- **ESTABLISH** the process of developing the total landed cost of acquisition
- **EXAMINE** the different methods of procurement available in global sourcing
- **LEARN** how global negotiations differ from domestic negotiations
- **DISCOVER** the different laws governing contracts from offshore suppliers (CISG and Domestic Contract Law) and how they impact on risk of buyer contract performance
- **LEARN** provisions/clauses appropriate for inclusion in the international contract for purchase
- **MASTER** the documentation required in international trade
- **ANALYSE** several global trade barriers and how they affect the global sourcing process
- **UNDERSTAND** the various customs laws, regulations, and tariffs and how they affect the supply management process