

## Course Overview:

This intensive 3-day corporate training course provides a solid foundation for professionals entering the field of procurement or seeking structured knowledge of global purchasing practices. Aligned with the CIPP certification from IPSCMI, the program covers essential procurement functions—from sourcing and e-procurement to supplier evaluation and negotiation. It is tailored to prepare participants for today's dynamic procurement challenges, while building strategic, ethical, and globally aligned procurement capabilities relevant to organizational goals and vendor relationships.

## Course Objective:

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

1. Understand and apply core principles of purchasing and procurement strategy.
2. Execute the Procure-to-Pay (P2P) process efficiently across departments.
3. Analyze and utilize e-commerce tools in procurement activities.
4. Develop sourcing strategies and manage supplier relationships effectively.
5. Integrate sustainable procurement practices within business processes.
6. Evaluate suppliers using structured assessments and approval systems.
7. Navigate global purchasing challenges with strategic insight.
8. Apply proven negotiation tactics to secure favorable procurement outcomes.

## Course Outline:

Day 1: Procurement Fundamentals and Strategy

1. Introduction to Purchasing Strategy
  - What is Purchasing
  - Types and Functions of Purchasing
  - Purchasing Cycle
  - Evolution of Purchasing in Modern Business
2. Procure to Pay (P2P)
  - P2P Flow and Automation
  - Cross-functional purchasing
  - Centralized vs. Decentralized Purchasing
3. E-Commerce in Procurement
  - E-procurement tools and value chains
  - Benefits and limitations of e-commerce models
  - Digital transformation in procurement
4. Sourcing & Supplier Management
  - Sourcing Process and Supply Types
  - Market Analysis and Make vs. Buy Decisions
  - Supplier Identification and Leasing Types

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Day 2: Sustainability and Global Practices

5. Sustainable Procurement
  - Principles of Green Procurement
  - Developing and Implementing a Sustainability Policy
  - Long-term benefits of sustainable practices
6. Supplier Evaluations
  - Supplier assessment methods
  - Approval processes
  - Evaluation criteria and risk management

## Training Language:

English

## Training Methodology:

The course combines various teaching methods, including instructor-led presentations, group discussions, case study analyses, and assessments through quizzes and a final exam to engage participants and ensure they understand and retain the material.

## Venue | Date | Fees

Riyadh | 07-09-2025 | 17,250 SAR

**7. Global Purchasing**

- Why and how to buy globally
- Managing overseas suppliers and risks
- Global sourcing success factors

**8. Negotiations in Procurement**

- Stages of negotiation
- Techniques and relationship strategies
- Ethics in procurement negotiations

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**Day 3: Exam and Certification Preparation****9. CIPP Certification Exam**

- Review of key course modules
- Practice questions and discussion
- Final exam to assess competency

**Who Should Attend:**

- Entry-level procurement professionals
- Junior buyers and purchasing assistants
- Procurement support staff
- New team members transitioning into supply chain roles
- Professionals from other departments (e.g., finance or operations) looking to understand procurement fundamentals