



*Training Course:
Certified International Procurement Professional
(CIPP)*

*21 - 25 September 2025
Istanbul (Turkey)
DoubleTree by Hilton Istanbul Esentepe*

Training Course: Certified International Procurement Professional (CIPP)

Training Course code: SC235400 From: 21 - 25 September 2025 Venue: Istanbul (Turkey) - DoubleTree by Hilton Istanbul Esentepe Training Course Fees: 6000 ₺ Euro

Introduction

The "Certified International Procurement Professional" program is designed to equip participants with advanced procurement skills, focusing on international standards and best practices. This course covers the entire procurement process, from strategic sourcing and contract management to supplier relationship and risk management, ensuring participants can effectively handle complex procurement challenges in a global context.

Target Audience

- Procurement Managers and Officers
- Supply Chain Managers
- Purchasing Agents
- Contract Managers
- Professionals in logistics and operations
- Anyone involved in the procurement process or looking to enhance their procurement skills

Objectives

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

1. Understand the principles and practices of international procurement.
2. Develop and implement effective procurement strategies.
3. Manage supplier relationships and negotiate contracts effectively.
4. Mitigate risks associated with international procurement.
5. Utilize procurement technologies and tools to optimize processes.

Outlines

Day 1: Introduction to International Procurement

- Course Overview and Objectives

- Importance of International Procurement
- Procurement Fundamentals
 - Definition and scope
 - Procurement vs. purchasing
- Global Sourcing Strategies
 - Benefits and challenges
 - Identifying international suppliers
- Market Analysis and Procurement Planning
 - Conducting market analysis
 - Developing a procurement plan

Day 2: Procurement Process and Best Practices

- Procurement Cycle
 - Overview of the cycle
 - Key stages in the process
- Supplier Selection and Evaluation
 - Criteria for selection
 - Evaluation techniques
- Strategic Sourcing
 - Principles of strategic sourcing
 - Cost-benefit analysis in decisions
- Ethical and Sustainable Procurement
 - Ethical considerations
 - Sustainable practices

Day 3: Contract Management

- Contract Basics

- Types of contracts
- Key elements
- Contract Negotiation Techniques
 - Preparing for negotiations
 - Effective strategies
- Legal Aspects of Procurement
 - International trade laws and regulations
 - Compliance and risk management
- Managing Contract Performance
 - Monitoring and evaluation
 - Handling disputes and amendments

Day 4: Supplier Relationship Management

- Building Supplier Relationships
 - Importance of strong relationships
 - Relationship building techniques
- Supplier Performance Management
 - Key performance indicators KPIs
 - Performance monitoring and improvement
- Risk Management in Procurement
 - Identifying and assessing risks
 - Mitigation strategies
- Case Studies and Best Practices
 - Analysis of successful cases
 - Lessons learned and best practices

Day 5: Technology and Future Trends in Procurement

- Procurement Technologies
 - Overview of software and tools
 - E-procurement benefits
- Data Analytics in Procurement
 - Role of data analytics
 - Using data for decision making
- Future Trends in Procurement
 - Emerging trends and technologies
 - Preparing for the future

Registration form on the Training Course: Certified International Procurement Professional (CIPP)

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