



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

*17 - 21 January 2027  
Istanbul (Turkey)  
DoubleTree by Hilton Istanbul Esentepe*

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

Training Course code: SC235400 From: 17 - 21 January 2027 Venue: Istanbul (Turkey) - DoubleTree by Hilton Istanbul Esentepe Training Course Fees: 6300 ₺ 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.

### Objectives

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

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

### 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

### 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)

**Training Course code:** SC235400 **From:** 17 - 21 January 2027 **Venue:** Istanbul (Turkey) - DoubleTree by Hilton Istanbul Esentepe **Training Course Fees:** 6300 € Euro

Complete & Mail or fax to Global Horizon Training Center (GHTC) at the address given below

### Delegate Information

Full Name (Mr / Ms / Dr / Eng): .....  
Position: .....  
Telephone / Mobile: .....  
Personal E-Mail: .....  
Official E-Mail: .....

### Company Information

Company Name: .....  
Address: .....  
City / Country: .....

### Person Responsible for Training and Development

Full Name (Mr / Ms / Dr / Eng): .....  
Position: .....  
Telephone / Mobile: .....  
Personal E-Mail: .....  
Official E-Mail: .....

### Payment Method

- ☐ Please find enclosed a cheque made payable to Global Horizon
- ☐ Please invoice me
- ☐ Please invoice my company

### Easy Ways To Register

Telephone:  
+201095004484 to  
provisionally reserve your  
place.

Fax your completed  
registration  
form to: +20233379764

E-mail to us :  
info@gh4t.com  
or training@gh4t.com

Complete & return the  
booking form with cheque  
to: Global Horizon  
3 Oudai street, Aldouki,  
Giza, Giza Governorate,  
Egypt.