

# CERTIFIED PROCUREMENT PROFESSIONAL

*Master Procurement. Drive Value. Get Certified.*

**5+ Years  
of Excellence:**  
**2,500+ Certified  
Professionals  
from 75+ Countries  
Worldwide!**

## Key Focus Areas:



Strategic Sourcing



Category Management



Strategic Negotiation



Contract Management



Digital Transformation  
& Sustainable Procurement

**2-Day Instructor-Led Masterclass | Date: 12-13 March 2026**

**Inspiring Excellence in Procurement & Supply Chain**

# CERTIFIED PROCUREMENT PROFESSIONAL (CPP™)

## 2-DAY ONLINE INSTRUCTOR-LED MASTERCLASS

### Overview:

The **Certified Procurement Professional (CPP™)** – 2-Day Online Instructor-Led **Masterclass** is a focused and immersive learning program designed to strengthen procurement knowledge, capabilities, and strategic understanding. Developed in collaboration with Accenture, this masterclass translates the core and advanced principles of the CPP™ certification into a structured, live learning experience. The program emphasizes both strategic tactical dimensions of procurement, enabling participants to understand procurement's evolving role in driving organizational value. Delivered by experienced instructors, the masterclass provides practical insights, industry-aligned frameworks, and guided discussions to support effective procurement decision-making.

### Key Takeaways

From **Transactional Buying** to **Strategic Value Creation**



**Cost Optimisation  
& Risk Management**



**Supplier Collaboration  
& Compliance**



**Digital Readiness  
& Sustainability**



**Effective Negotiation  
& Contract Management**



**Speed & Governance**

***CPP equips you with these future-ready capabilities.***

# CERTIFIED PROCUREMENT PROFESSIONAL

## Program Modules & Key Topics

### Module 1 Overview of Procurement & Supply Chain

- Role of Procurement in Supply Chain
- Understanding Various Procurement Terms
- Types of Procurement
- Evolution of Procurement
- Procurement & SCM

### Module 2 Developing Procurement Plan

- Demand Planning
- Developing Procurement Plan

### Module 3 Procurement Cycle

- Activities Involved
- Writing Specifications
- Types of Solicitation Documents
- General Procurement Methods
- Sustainable Procurement

### Module 4 Cost & Price Analysis

- Cost Management
- Cost Elements
- Cost vs. Price
- Cost Reduction vs. Cost Avoidance
- Value Analysis & Value Engineering

### Module 5 Sourcing

- Sourcing Concepts
- Understanding Market Conditions
- Risk/Value Matrix
- Understanding Commodity Markets
- Decision-Making Approach
- Financial Issues in Decision Making

### Module 6 Strategic Sourcing

- What, Why & How of Strategic Sourcing
- Key Steps of Strategic Sourcing
- Spend Classification & Analysis
- Sourcing Strategy
- Roadmap for Strategic Sourcing Implementation
- Supplier Selection & Evaluation
- Call-Off / Framework Agreements

### Module 7 Category Management

- Category Management vs. Strategic Sourcing
- Category Management Framework

### Module 8 Effective Negotiation

- Negotiation Objectives
- Preparing for Negotiation
- Strategies & Tactics
- PRAM Model
- Understanding Negotiation Styles
- Role Play

### Module 9 Legal Implications of Procurement

- Formation of Contract
- Terms & Conditions
- Types of Contracts
- Conflict / Dispute Resolution
- INCOTERMS® 2020

### Module 10 Contract Management

- Effective Governance
- Common Pitfalls
- Monitoring Against KPIs & SLAs
- Contract Extension & Termination
- Exit Strategy

### Module 11 Supplier Relationship Management

- Supplier Categories
- Continuous Improvement Concept
- Early Supplier Involvement (ESI) Supplier Performance Management

### Module 12 Digital Transformation & Sustainable Procurement

- Procurement Journey: 1.0 to 4.0 Digital Transformation of Procurement
- Use of IoT, AI, Big Data Analytics, RPA, etc.
- Procurement Maturity Assessment
- Future of Procurement

 **Online Instructor-Led Training Program**

 Duration: 2 Days

 Dates: 12–13 March 2026

## Training Fee

### For Indian Participants

ISM-INDIA / PPPAI Members:

**₹20,000** + 18% GST

Non-Members:

**₹25,000** + 18% GST

### For International Participants

ISM-INDIA / PPPAI Members:

**USD 250**

Non-Members:

**USD 300**

## Certification



- Certificate of Participation for all participants
  - Certificate of Accomplishment awarded on successful assessment
  - Minimum 60% score required
- Optional Assessment Fee: **USD 50 / INR 2,500**

## Special Discounts Available

- ✓ **10% Group Discount** (3 or more participants)
- ✓ **Additional 10% Discount** for Female Participants

## Contact Information

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