ISM
THE COMMUNITY FOR SUPPLY CHAIN
ISM–India

2-Day Online Masterclass

PROFESSIONAL DEVELOPMENT · LIVE INSTRUCTOR-LED LEARNING

Certified Procurement Professional

CPP™ Masterclass



MASTER PROCUREMENT. DRIVE VALUE. GET CERTIFIED.

4–5 December 2026

2-Day Online Instructor-Led Masterclass

4000+ Certified Professionals | **75+** Countries Worldwide | 5+ Years of Excellence

Build capability across the procurement cycle

Strategic Sourcing · Category Management · Strategic Negotiation · Contract Management · Digital Transformation & Sustainable Procurement

Empowering Procurement & Supply Chain Management

FROM TRANSACTIONAL BUYING TO STRATEGIC VALUE CREATION

Strengthen knowledge. Build strategic capability.

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 and 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

01 Cost Optimisation & Risk Management

02 Supplier Collaboration & Compliance

03 Digital Readiness & Sustainability

04 Effective Negotiation & Contract Management

05 Speed & Governance

CPP equips you with these future-ready capabilities.

CERTIFIED PROCUREMENT PROFESSIONAL

Build a strong procurement foundation

01 Overview of Procurement & Supply Chain

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

02 Developing Procurement Plan

- Demand Planning
- Developing Procurement Plan

03 Procurement Cycle

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

04 Cost & Price Analysis

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

05 Sourcing

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

06 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

CERTIFIED PROCUREMENT PROFESSIONAL

Turn strategy into performance

07 Category Management

- Category Management vs. Strategic Sourcing
- Category Management Framework

08 Effective Negotiation

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

09 Legal Implications of Procurement

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

10 Contract Management

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

11 Supplier Relationship Management

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

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

Fees & Discounts

4–5 DECEMBER 2026 · ONLINE · 2 DAYS

Invest in your procurement capability

Indian Participants

ISM-INDIA / PPPAI Members

₹20,000

+ 18% GST

Non-Members

₹25,000

+ 18% GST

International Participants

ISM-INDIA / PPPAI Members

USD 250

Non-Members

USD 300

Special Discounts Available

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

LEARN. CERTIFY. GROW.

Certification, resources & contact

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**

Learning Resources for Every Participant

- **Recorded videos:** All participants will receive recordings of the training sessions.
- **E-book:** All participants will receive the study material as an e-book.
- **Printed books:** Available on request for Indian participants only.

Connect with ISM-INDIA

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