

CERTIFIED PROCUREMENT PROFESSIONAL^{CPP}TM

Master Procurement. *Drive Value. Get Certified.*



2-Day
Instructor-Led
MASTERCLASS

Date: 12–13 March
2026



Strategic Sourcing



Category Management



Supply Chain Excellence



Digital Transformation
& Sustainable Procurement

INSPIRING Excellence in Procurement & Supply Chain

Overview

The Certified Procurement Professional (CPPTM) – 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 CPPTM 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.

This program is suitable for professionals seeking to enhance their procurement expertise, align procurement strategies with business objectives, and build a strong foundation for advanced procurement leadership.

Key Takeaways

Upon completion of the 2-day CPPTM Masterclass, participants will be able to:

- Gain a comprehensive understanding of **end-to-end procurement processes and governance**
- Strengthen capabilities across **strategic sourcing and tactical procurement operations**
- Develop procurement strategies aligned with **organizational goals and performance outcomes**
- Apply structured approaches to **optimize procurement efficiency and effectiveness**
- Enhance analytical and decision-making skills for addressing **complex procurement challenges**
- Understand the **CPPTM certification framework** and its relevance to professional growth
- Build readiness for **leadership roles within the procurement function**

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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