



e-Learning Certification Programs

Inspiring Excellence in Procurement & Supply Chain

Why choose us

ISM-INDIA is centre of excellence on mentoring, training, and certification for supply chain professionals. Our programs help professionals deliver real strategic and sustainable value to their organizations. The quality of the program and range of training are designed to suit professionals at all levels. All our courses are balanced combination of lectures, case studies and workshops. A key differentiator of our approach is our commitment to transferring knowledge so your organization can sustain and build improvements on its own.

Mission

The Mission of ISM-INDIA is to take:

- Leadership in Setting Standards & Bench-Marking
- Supply Management Professionals Development
- Be the Voice of India Supply Management Professionals to the World
- Be the Government Advocacy for Procurement & Supply Management

Vision

Inspiring Excellence in Procurement & Supply Chain



Suitable for...



Management level

CPP (Certified Procurement Professional)

4

CSM (Certified Supply Manager)

5

CCM (Certified in Category Manager)

6



Executive level

CPSS (Certified Professional in Strategic Sourcing)

7

ECN (Executive Certificate in Negotiation)

8

ABP (Accredited Blockchain Professional)

9



Beginner level

CPE (Certified Procurement Executive)

10





CPP (Certified Procurement Professional)

Every job requires a specific set of knowledge and skills and this varies depending on the type and complexity of the job. CPP certificate training is all about providing a way of building the skills and knowledge people need to perform their current job.

Learning Objective:

- Learn the role of Procurement & its Evolution
- Concept of Strategic Sourcing & Category Management
- Analysis of Spend Data to Develop Future Strategy
- Analyse the Existing Supply Base and its Segmentation
- Develop Supplier Qualification and Evaluation Criteria
- Develop Sourcing Strategy
- Negotiation Strategies and Tactics to Get the Best Deal
- Contract Management
- Managing Supplier Performance & Relationship
- Legal Implications of Procurement

Course Fee: Members: ₹ 20,000/- Non-Members: ₹ 25,000/-

Course Content

- Overview of Procurement & Supply Management
- Developing Procurement Plan
- Procurement Cycle
- Cost & Price Analysis
- Sourcing
- Strategic Sourcing
- Category Management
- Effective Negotiation
- Legal Implications of Procurement
- Contract Management
- Supplier Relationship Management
- Digital Transformation



Course Rating

Enroll Now

CSM (Certified Supply Manager)

In many companies, procurement, perhaps more than any other business functions is wedded to routine. Most of the procurement management skills were formed 20 years back in an era of relative stability, and they have not changed. Now especially after the recent pandemic, no company can lag behind to cope with disruptions. There is an urgent need to build resilience, agility, and flexibility in the procurement & supply chain. This certification program aims at transforming procurement from a Reactive to a Strategic Function.

Learning Objectives:

- Basic of Procurement
- Strategizing Procurement
- Strategic Sourcing
- Effective Negotiation
- Contract Management
- Supplier Relationship Management
- Future of Procurement (Digital Transformation)

Course Content

- Role of Procurement in Supply Chain
- Evolution of Procurement & SCM
- Strategic Procurement Tools
- Value Engineering Vs. Value Analysis
- Data Collection and Spent Analysis
- Market Research
- Supplier Evaluation & Selection
- Strategies and Tactics
- Preparing for Negotiation
- Practical Tips
- Formation of Contract
- Types of Contract
- Disputes Resolution
- KPIs and SLAs
- Supplier Performance Management
- SRM Framework
- Supplier Certification
- Overview of Disruptive Technologies



Course Rating

Course Fee: Members: ₹ 20,000/- Non-Members: ₹ 25,000/-

Enroll Now



CCM (Certified in Category Manager)

This course is ideal for procurement & supply chain professionals who are responsible for creating competitive environments and identifying cost savings opportunities. It is also highly useful for professionals who are responsible for supply chain processes and developing strategies. Category management is a strategic approach to transform procurement from tactical level to strategic level with a focus on value addition.

Learning Objective:

- Evolution of Procurement
- Overview of Category Management
- Opportunity Identification (Spend Analysis)
- Opportunity Development
- Conduct Auctions & RFx
- Shape & Negotiate Proposals
- Sourcing Strategy to Best Position the Company in the Market
- Contracting & Supplier Management
- Embarking on a Digital Category Management Journey

Course Fee: Members: ₹ 15,000/- Non-Members: ₹ 20,000/-

Course Content

- Understanding Category Management
- Evaluation of Procurement
- Category Management Cycle
- Framework
- Spend Analysis
- Marketing Analysis (Intelligence)
- SWOT & PRETO Analysis
- Defining & Opportunity Analysis
- Implement & Managing CM
- Category Strategy
- Supply Positioning Model
- Supplier Relationship Management
- Elements of Contracting



Course Rating

Enroll Now

CPSS (Certified Professional in Strategic Sourcing)

Strategic sourcing enhances efficiency and value, ultimately impacting the profitability of your entire organization. In this course, you'll learn how to develop and implement a procurement strategy that aligns with your overall competitive strategy. This certification program meant for individuals ready to expand their skill sets in the field of strategic procurement & supply management.

Course Content

- Overview of Strategic Sourcing
- Strategic Transformation
- Conduct Internal Research
- Track the Performance Metrics
- Conduct Market Analysis
- Collect Supplier Information
- Developing Sourcing Strategy
- Manage Implementation Plan
- Solicit & Evaluate Offers
- Negotiation Process (Face to face or e – Auction)
- Prepare Transition Plan for New Suppliers

Course Fee: 9,999/- (Free for members)



Course Rating

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ECN (Executive Certificate in Negotiation)

Being able to negotiate the best possible deals with your suppliers can mean the difference between success and failure. The good news is, it's a skill you can practice and master.

This certification program, you will learn how to prepare for, and conduct, a negotiation in a professional way. You will see how a well-prepared negotiation can substantially increase your chances of success, how to set realistic and achievable negotiation objectives and targets, and how to develop an effective negotiation strategy. The art of questioning, active listening and the use of tactics and different persuasion techniques will also be explored.

Learning Objective:

- Recognize the Steps Contained Within a Negotiation Process
- Plan and Prepare for a Negotiation
- Recognize Different Styles of Negotiation
- Identify Arrange Techniques and Tactics to use Throughout a Negotiation Process
- Apply learning Through Negotiation Role-Plan.

Course Fee: Members: ₹8,999/- Non-Members: ₹12,499/-

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Course Content

- The Balance of Power
- Setting Objectives
- Variables and Options
- Setting Targets
- Determining the Negotiable Zone
- Developing the Strategy & Tactics
- Formalizing the Agreement.
- Monitoring and Managing the Implementation
- Evaluating your Negotiation Performance



Course Rating



Blockchain is one of the most talked-about technologies in the business right now. Blockchain Technology has the potential to drive major changes and create new opportunities across various functions-from procurement, supply chain management, finance, healthcare, etc.

Learning Objective:

- Understand the Concept and Objectives of Blockchain
- Gain Complete Knowledge on Blockchain Data Structures and Identifiers
- Build Blocks and Addict to Blockchain with the Help of Mining
- Get Detailed insights for its use in Procurement, Logistics and Supply Chain

Course Fee: 11,999/- (Free for members)

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Course Content

- Introduction to Blockchain
- Blockchain Data Structures
- Creating the Blockchain - Mining
- Smart Contract
- Types of Blockchain Protocol
- Consensus in Blockchain
- Emerging Trends in Blockchain
- Blockchain Use Cases



Course Rating



CPE (Certified Procurement Executive)

The CPE Certificate demonstrates your high-level achievement of standards in skills, professional knowledge and best practice in Procurement.

This course is ideal for procurement professionals in any industry who are responsible for creating competitive environments, identifying cost savings opportunities, supply chain processes and developing strategies to support supply chain performance.

Learning Objective:

- Understand the Concept of Supply Chain Management and How it has Evolved
- Specifying the Product or Service
- Understand the Process of Specifying Requirements and Planning Supply
- Analyzing Supply Markets
- Developing Supply Strategies for Different Categories of Products and Services
- Developing the Framework for Supplier Appraisal
- Learn Different Approaches to Assess the Suppliers
- How to Obtain and Select Offers From Suppliers in a Professional Manner
- Negotiation and Awarding the Contract.
- Managing the Contract to Ensure Cost - Effectiveness and Efficiency

Course Fee:

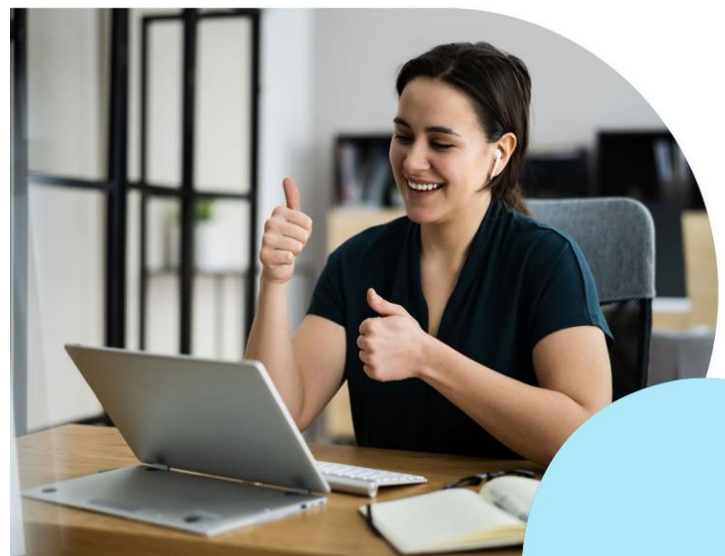
Members: ₹ 9,999/- Non-Members: ₹ 14,499/-

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Course Content

- Introducing PSM
- Understanding Corporate Environment
- Specifying Requirements
- Analyzing Supply Market
Developing Supply Strategy
- CPE Short Listing Suppliers
- Obtaining & Evaluating Offers
- Effective Negotiation
- Contract Formation

★★★★★
Course Rating



e-Learning Alumni Quotes



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“It’s been an amazing journey of learning. The ISM team has really kept up the flagship of excellence in Supply Chain Management high..”

Anita Kumari



”

“The institute is committed to excellence...”

Mohammed Eyaz Ansari



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“I really appreciate as a first experience with ISM-INDIA and recommend to anyone willing to learn, improve and or reinforce his/her capacity as I am still ready to come back at any time as soon as the opportunity is available. Thank you..”

Madani DOUMBIA



”

“It was an excellent initiative by ISM, India. I have enjoyed it and can contribute to my workplace.”

Md. Rizwanul Hoque



Our Key Clients



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