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**Course Name**

# **Certified Professional in Supply Management (CPSM)**

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**Sector Name**

Procurement & Supply Chain Operations

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## Certified Professional in Supply Management (CPSM)

### Course Introduction

The CPSM® certification, offered by the Institute for Supply Management (ISM), is a globally recognized designation for supply management professionals who aim to lead strategic sourcing, procurement, and supply chain operations.

This **5-day** training program provides a complete preparation experience by covering the core topics of all three exams, from sourcing and operations planning to leadership and transformation strategies.

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## Certified Professional in Supply Management (CPSM)

### Target Audience

- ✓ Supply Chain Professionals – individuals working in procurement, sourcing, logistics, or operations who want to advance their careers.
- ✓ Mid- to Senior-Level Managers – professionals responsible for strategic sourcing, supplier management, or supply chain transformation.
- ✓ Aspiring CPSM® Candidates – those specifically preparing to sit for the CPSM® exams.
- ✓ Business Analysts and Consultants – individuals involved in supply chain projects who need a deeper understanding of procurement and operations.
- ✓ Professionals Seeking Global Credentials – those looking to validate their expertise with a globally recognized certification.

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## Certified Professional in Supply Management (CPSM)

### Learning Objectives

- ✓ Master sourcing, category management, and supplier negotiation strategies.
- ✓ Design integrated planning processes and manage quality and logistics.
- ✓ Apply leadership, stakeholder engagement, and ethical standards.
- ✓ Develop decision-making strategies using data, finance, and compliance principles.

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## Certified Professional in Supply Management (CPSM)

### Course Outline

#### ✓ DAY 01

##### **Strategic Sourcing & Category Management**

- ✓ Spend analysis and segmentation
- ✓ Category strategy development
- ✓ Total cost of ownership (TCO) vs. price focus
- ✓ Make vs. buy decisions
- ✓ **Practical application:** Create a category plan

##### **Supplier Relationships, Negotiation, and Contracts**

- ✓ Supplier segmentation and performance monitoring
- ✓ Supplier selection and onboarding
- ✓ Negotiation tactics and planning (BATNA, interest-based negotiation)
- ✓ Contract structure, risk, and legal terms
- ✓ **Practical application:** Build a supplier scorecard

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### Course Outline

#### ✓ Day 02

##### **Financial & Cost Management**

- ✓ Cost modeling and cost breakdown analysis
- ✓ Payment terms and the financial health of suppliers
- ✓ Budgeting, ROI, and break-even analysis
- ✓ Currency, inflation, and global pricing challenges

##### **Supply Chain Planning & Strategy**

- ✓ Supply chain segmentation and customer alignment
- ✓ Sales & Operations Planning (S&OP)
- ✓ Demand forecasting methods
- ✓ Inventory and capacity alignment
- ✓ **Workshop:** Build an S&OP scenario

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### Course Outline

#### ✓ Day 03

##### **Logistics, Quality, and Product Development**

- ✓ Logistics network design
- ✓ Incoterms and transportation modes
- ✓ Quality tools (Six Sigma, PDCA, root cause analysis)
- ✓ Supplier quality management
- ✓ Product lifecycle and innovation integration
- ✓ **Exercise:** Logistics cost-to-serve model

##### **Risk, Sustainability & Project Management**

- ✓ Risk identification and mitigation planning
- ✓ Business continuity planning
- ✓ ESG and sustainability metrics
- ✓ Basic project management tools (WBS, Gantt charts)
- ✓ **Case Study:** Develop a supplier risk matrix

## Certified Professional in Supply Management (CPSM)

### Course Outline

#### ✓ Day 04

##### **Leadership and Strategic Thinking**

- ✓ Strategic planning process
- ✓ Vision, mission, values alignment
- ✓ Decision-making frameworks (SWOT, Porter's Five Forces)
- ✓ Change leadership and culture shaping
- ✓ **Group Discussion:** Organizational leadership gaps

##### **People Development, Coaching & Influence**

- ✓ Stakeholder mapping and engagement
- ✓ Communication styles and influencing techniques
- ✓ Talent development and training strategies
- ✓ Mentoring and coaching frameworks
- ✓ **Workshop:** Create a stakeholder influence plan

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### Course Outline

#### ✓ Day 05

##### **Systems, Compliance, CSR, and Technology**

- ✓ ERP and digital transformation in supply management
- ✓ Compliance management and anti-corruption policies
- ✓ Corporate Social Responsibility (CSR)
- ✓ Cybersecurity and data governance
- ✓ **Simulation:** Evaluate supplier compliance program
- ✓ **Workshop:** Exam Preparation, simulations, and best Practices

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## Certified Professional in Supply Management (CPSM)

### Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
Sept. 28, 2026	Oct. 2, 2026	5 days	4250.00 \$	UAE , Dubai
June 15, 2026	June 19, 2026	5 days	5950.00 \$	Switzerland , Zurich
Nov. 30, 2026	Dec. 4, 2026	5 days	4250.00 \$	UAE , Dubai
April 4, 2027	April 8, 2027	5 days	4250.00 \$	KSA , Riyadh

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