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Course Name

Certified International Procurement Professional (CIPP)

Sector Name

Procurement & Supply Chain Operations

Document Type

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Certified International Procurement Professional (CIPP)

Course Introduction

CIPP Certified: Certified International Procurement Professional

Leadership in Procurement Starts Here with Boost Vocational Training, Empower your organization through professional training led by industry giants and backed by global certifications. In the high-stakes, hyper-competitive market of 2026, basic purchasing knowledge is no longer enough. The Certified International Procurement Professional (CIPP) course is your gateway to mastering global sourcing strategies, contract management, and intelligent cost reduction, At Boost, we don't just deliver a training course; we build the leaders of the global supply chain.



Why Choose the CIPP Course from "Boost"?

- ✓ Internationally Accredited Methodology: Training fully aligned with the prestigious IPSCMI (International Purchasing and Supply Chain Management Institute) standards.
- ✓ Turning Theory into Profit: We focus on practical waste reduction and optimizing the Total Cost of Ownership (\$TCO\$).
- ✓ Field Experts: Our instructors are not just academics; they are veterans who have managed procurement for top-tier global corporations.
- ✓ Advanced Negotiation Skills: We equip your team with the psychological and technical tools to win the best deals for your business.

The course provides a comprehensive deep-dive into:

- ✓ Strategic Sourcing: Expert techniques for selecting strategic suppliers and building sustainable partnerships.
- ✓ Negotiation Mastery: The art of international bargaining to achieve high-value (Win-Win) agreements.
- ✓ Contract Management: Navigating the legal and operational complexities of modern commercial contracts.
- ✓ International Logistics: Mastering Incoterms and managing cross-border shipping efficiently.

Benefits of the CIPP Course with "Boost"

- ✓ Boost Your Efficiency: Learn how to manage procurement cycles in half the time with double the effectiveness.
- ✓ Boost Your Company: Directly contribute to increasing your company's profitability through strategic, data-driven saving.
- ✓ Boost Your Competitive Edge: Align your team with the global standards of 2026.

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Target Audience

- ✓ Procurement Officer
- ✓ Purchasing Officer
- ✓ Supply Chain Coordinator
- ✓ Sourcing Specialist
- ✓ Buyer
- ✓ Contract Administrator
- ✓ Vendor Coordinator
- ✓ Logistics Coordinator
- ✓ Inventory Planner
- ✓ Procurement Analyst
- ✓ Materials Coordinator

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Learning Objectives

- ✓ Gain a comprehensive understanding of the modern trends in supply chain management.
- ✓ Establish a sustainable supplier relationship management practice in the organization.
- ✓ Discover and apply the Best-in-Class Procurement techniques.
- ✓ Enhance the process of selecting, developing, and managing the supplier.
- ✓ Master the contract management process in procurement.

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Course Outline

✓ Day 01

Understanding the role of Procurement within the Organisation

- ✓ Procurement's role in delivering the organisation's vision
- ✓ The changing global landscape and the changing role of the CPO in the midst of a tough, volatile new world

Successfully Building, Developing, and Managing the Procurement Function

- ✓ The core focus areas of the procurement function
- ✓ The procurement cycle and the role of the CPO in managing the cycle
- ✓ The evolution from 'just a buyer' to CPO
- ✓ The importance of building effective procurement processes
- ✓ The key essentials and basic 'rights' of procurement
- ✓ The importance of employing the right people
- ✓ The importance of Technology in Procurement
- ✓ The boundaryless organization and supplier coordination & integration: Why integrating your suppliers into your value chain is so important for the modern CPO (supply chain management as an organization-spanning activity)
- ✓ Turning the Supply Chain into a Value Chain: Procurement Strategies for the Modern Supply Chain

Managing Cost, not Price

- ✓ The Total Cost of Acquisition
- ✓ Lifecycle costing and the total cost of ownership
- ✓ Engineering Cost out of the Procurement Process

Personality Profiling Exercise

- ✓ Discovery Profiling Individual Exercise
- ✓ Understanding different personalities and their approach to Procurement
- ✓ Adapting our approach by understanding others' drivers, Identification of areas for self-development, and understanding
- ✓ Building the right Procurement Team
- ✓ Practical Application: Delegates will individually complete a personality profiling questionnaire.

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Course Outline

✓ Day 02

Commodity /Category-based Procurement - What is it?

- ✓ Gathering, Categorizing, and Managing Supplier Data Effectively

Spend Profiling: How to assess your company's spend.

- ✓ How to identify the organisation's overall expenditure
- ✓ How a proper and thorough spend analysis can work for you
- ✓ Profiling spends into supply market-aligned categories
- ✓ Categorising the expenditure to a suitably granular level
- ✓ How to use market information to select categories
- ✓ Building and completing commodity maps
- ✓ How to analyse and identify key expenditure areas
- ✓ How to present complex data
- ✓ Using your Procurement Team most effectively and most appropriately based on your spend analysis and portfolio analysis (to save costs, improve quality & leverage best results for the organization/ company)

Existing Supplier Profiling: How to assess your company's existing Suppliers.

- ✓ Includes a real-life case study from an FTSE 100 company.
- ✓ Identifying Suppliers by Commodity / Category: Building assessment tools for the objective and transparent profiling of Suppliers
- ✓ Understanding Assessment Categories
- ✓ Understanding Assessment Questions
- ✓ How to make the assessments objective and repeatable
- ✓ Obtaining buy-in and support from the wider organisation
- ✓ Comparison of Suppliers at a detailed and granular level
- ✓ Presenting large amounts of complex data in an easy-to-understand format

Supply Market Profiling: Developing a complete understanding of the supply market and knowledge of where the power lies.

- ✓ Understanding the Market Dynamics for the Commodity
- ✓ Using tools to help with the structured assessment of the Market;
- ✓ What risks occur in the supply chain from start to finish, and how can we mitigate and control these risks?
- ✓ Leveraging supply market intelligence to mitigate and manage risk
- ✓ Supply chain risk management in a risky, volatile world
- ✓ Understanding supplier risk categories and how these risks can impact your organization and its performance (both positively or negatively)

Building High-Level Commodity Strategies

- ✓ Identifying and documenting requirements for a commodity solution
- ✓ Identifying and managing priority requirements
- ✓ Strengths and weaknesses of global/low-cost sourcing
- ✓ Mitigating risks in global/low-cost sourcing
- ✓ Identifying and understanding the right distribution channels for different requirements



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Course Outline

✓ Day 03

Identification of Suppliers for the Tender List: Selecting the right Suppliers for the tender.

- ✓ Includes a real-life case study from an FTSE100 company.
- ✓ The supplier selection process: Routes to identifying suppliers for commodities and services
- ✓ Leveraging the organisation's knowledge
- ✓ Objective, structured, and transparent assessment of suppliers (pre-qualification)
- ✓ Global vs. local supply – what to select and the key drivers
- ✓ Building a position of power when dealing with suppliers
- ✓ Building the right relationship with the supplier (supplier or partner)

The Tender Process

- ✓ The key elements of tendering
- ✓ Managing the tender process
- ✓ Building the ITB (Instructions to Bidders) documentation
- ✓ Putting the business into context for the supplier and ‘selling’ the buyer
- ✓ The key category areas for assessment
- ✓ Building the right assessment models to objectively score, understand, and compare supplier submissions
- ✓ Providing unsuccessful suppliers with objective feedback to help them improve their business

- ✓ Maintaining competition during the bidding process

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✓ Day 04

Pricing - Understanding, selecting, and building the correct pricing model for the products or services being purchased.

- ✓ Understanding the difference between 'price' and 'cost', T.C.O. – Total Cost of Ownership, and lifecycle costing
- ✓ Identifying different areas in which to reduce cost, not just the purchase price
- ✓ Understanding the different pricing methods, including: cost plus; fixed, fixed and firm; schedules of rates
- ✓ Fixing prices to indices for long-term arrangements
- ✓ Generating competition in the supply base
- ✓ Using global sourcing to gain a competitive advantage
- ✓ Improving processes to reduce overall organisational costs
- ✓ Automating processes to allow the buyers to 'buy,' not administer transactional processes
- ✓ Understanding the impact of inventory on the organisation
- ✓ Working with the supplier to manage inventory: VMI (Vendor Managed Inventory) and consignment stocking
- ✓ Identifying what adds 'value' and what adds 'cost', LEAN principles are applied to procurement practices
- ✓ Using standardisation to reduce costs/variables
- ✓ Controlling costs on long-term agreements
- ✓ Understanding INCOTERMS and selecting the best terms for the buyer

- ✓ Using KPI's, Key Performance Indicators, to manage suppliers' performance
- ✓ Using KPI's to manage the procurement function
- ✓ Using the S.M.A.R.T (Specific; Measurable; Aligned; Realistic; Time Bound) principles when building KPI's
- ✓ The impact of frequency on delivering improvements
- ✓ Using KPI's to form the basis of the regular supplier review meetings
- ✓ The importance of agreeing on service levels prior to contract award

Negotiation - Building a position of strength for effective negotiation

- ✓ The key stages of negotiation: Scope, plan, and conduct
- ✓ Defining the scope of the negotiation – seldom is this a mono issue
- ✓ Selecting the correct team for the negotiation
- ✓ Roles and responsibilities of the team during the negotiation
- ✓ Controlling the team in the heat of the negotiation
- ✓ The importance of planning for the negotiation
- ✓ Understanding internal and external influences
- ✓ Understanding the power of the supplier and buyer
- ✓ The bargaining zone and impact of strong negotiators
- ✓ Different approaches to negotiation
- ✓ Using effective questioning to gather data and force agreement
- ✓ Building the correct negotiating environment – aggressive vs. passive
- ✓ Key dos and don'ts when negotiating
- ✓ Achieving a successful close-out of the negotiation and post-negotiation follow-up
- ✓ Closing the deal

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✓ Day 05

Supply Chain Management Discussion - the importance of procurement to the success of the organisation as a whole

- ✓ The supply chain is a multi-faceted network of multiple upstream and downstream activities
- ✓ Procurement maturity within the organisation
- ✓ The difference between inward and outward-facing roles
- ✓ Value generation within the organisation through the procurement function
- ✓ Using KPI's to manage and monitor the supply chain
- ✓ How to get the most from performance review meetings

Supplier Development Discussion - once the supply chain is performing optimally, supplier development will allow the organisation to further improve and develop

- ✓ Identifying and understanding the areas for investment
- ✓ The supplier's role and rewards in the process
- ✓ Value analysis and value engineering to remove non-value-added activity
- ✓ Improving the performance of the supply chain as a whole through metrics
- ✓ Motivating suppliers through awards and recognition

Personality Profiling - Group Feedback Session

- ✓ Presentation detailing the different personality profiles of the CIPP group
- ✓ How to deal/manage different people and personalities
- ✓ Building the right procurement team for your organisation

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Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
July 5, 2027	July 9, 2027	5 days	5950.00 \$	Switzerland , Zurich
Sept. 14, 2026	Sept. 18, 2026	5 days	4250.00 \$	UAE , Dubai
Dec. 21, 2026	Dec. 25, 2026	5 days	4250.00 \$	UAE , Abu Dhabi
April 4, 2027	April 8, 2027	5 days	4250.00 \$	KSA , Riyadh
Dec. 21, 2026	Dec. 25, 2026	5 days	4250.00 \$	UAE , Abu Dhabi

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