

# Emerging Business

## International Procurement Professional

### Curriculum

#### **Program Outline :**

#### **Module 1: Fundamentals of International Procurement Professional**

**1. Introduction to Global Procurement:**

Understand the role and importance of procurement in international business.

**2. Supplier Selection and Evaluation:**

Learn criteria and techniques for identifying and evaluating potential suppliers.

**3. International Trade Regulations:**

Gain knowledge of global trade laws, regulations, and customs procedures.

#### **Module 2: Advanced International Procurement Professional**

**4. Strategic Sourcing:**

Develop advanced sourcing strategies to align procurement with corporate goals.

**5. Supplier Relationship Management (SRM):**

Implement advanced SRM tools for risk mitigation and value creation.

**6. Contract Management:**

Master international contracts, legal frameworks, and negotiation strategies...

### **Module 3: Practical Applications**

#### **7. Strategic Sourcing Initiatives:**

Develop and implement sourcing strategies that align with organizational goals.

#### **8. Supplier Relationship Management (SRM):**

Build and maintain strong relationships with key suppliers to ensure reliability and long-term partnerships.

#### **9. Cost Reduction Strategies:**

Analyze procurement spend and identify opportunities for cost savings.

### **Module 4: Capstone Project**

- **Global Supplier Analysis:**

Conduct a comprehensive analysis of potential global suppliers to identify the best options.

- **Procurement Strategy Development:**

Create a detailed procurement strategy that aligns with organizational goals and objectives.

- **Contract Negotiation and Management:**

Develop skills in negotiating and managing contracts with international suppliers to ensure favorable terms.

### **Elective Modules**

#### **10. Advanced Data Analytics in Procurement:**

a . Utilize advanced data analytics tools to improve procurement processes and decision-making.

#### **11. Global Supplier Management:**

a . Develop strategies for managing and optimizing relationships with global suppliers.

**12. Sustainable Procurement Practices:**

a . Implement sustainable and ethical procurement practices to promote corporate social responsibility.

**13. International Trade Compliance:**

a . Gain expertise in navigating international trade laws, regulations, and customs procedures.

**14. Technology Integration in Procurement:**

- o Explore the use of AI, blockchain, and digital platforms to enhance procurement efficiency and transparency.

**Websites:**

- <https://chools.in/>
- <https://ramaqchools.com/>
- <https://www.choolsgroup.com/>