

# INTERNATIONAL PURCHASING, PROCUREMENT & SOURCING PROGRAM



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# Introduction to Purchasing, Procurement & Sourcing

This course will help you learn major concept and best practices in procurement . Topics include international sourcing strategies, supplier management, contract negotiation, risk management, ethical standards, and best practices in purchasing, procurement, and sourcing.



# Why Choose Chools?

## Numbers That Speak for Themselves:

- **10,000+ Successful Alumni:** Join a network of impactful professionals.
- **95% Job Placement Rate:** Secure your future with Chools' proven track record.
- **20+ Years of Excellence:** Trust in a legacy of education and industry expertise.
- **200+ Industry Partnerships:** Leverage our connections for real-world insights and opportunities.



## What Sets Us Apart?

- **Expert Instructors:** Learn from industry veterans with hands-on experience.
- **Hybrid Learning Model:** Balance online flexibility with in-person engagement.
- **Comprehensive Curriculum:** Stay ahead with courses designed to meet market demands.
- **Community and Networking:** Be part of an active community of learners and professionals.



## Who Can Apply?

### Eligibility Criteria:

You need to have the following requirements:

- You need to have a minimum of 1.5 years work experience in supply chain, procurement, purchasing, warehousing, distribution, or logistics industry or have completed a relevant certification exam.
- You need to be an undergraduate or postgraduate in a relevant field .

## Ideal Candidates:

Working professionals looking to advance their careers in Purchasing, Procurement & Sourcing .



## Program Overview

The Purchasing, Procurement & Sourcing Emerging Business Program provides an extensive education in Purchasing, Procurement & Sourcing . Our curriculum ensures a comprehensive understanding through four progressive stages, combining theoretical knowledge with practical, hands-on experience.

## Learning Mode:

- **Hybrid Learning Model:** Combines online learning with in-person sessions for flexibility and interactive engagement.
- **Interactive Sessions:** Includes live webinars, workshops, and Q&A forums with expert instructors and peers.
- **Self-paced Learning:** Access course materials anytime, allowing you to learn at your own pace.



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## Curriculum Highlights:

- **Global Sourcing Strategies:** Understanding the levels and benefits of global sourcing, and how to switch from domestic to international procurement.
- **Supplier Qualification and Negotiation:** Learning how to identify, qualify, and negotiate with offshore suppliers.
- **International Commercial Terms (INCOTERMS):** Mastering INCOTERMS to facilitate international trade and reduce risks
- **Cultural Influences in Negotiation:** Gaining insights into how cultural differences impact international negotiations and decision-making

## Professional Development:

- **Continuous Learning:** Stay updated with the latest trends and advancements in Purchasing, Procurement & Sourcing .
- **Networking Opportunities:** Connect with industry experts, peers, and alumni to advance your career.
- **Ethical Considerations:** Learn about data ethics, privacy, and compliance to maintain the integrity of your practices.





# Program Objectives

- **In-Depth Understanding:** Develop a comprehensive understanding of international sourcing, management, and administration processes.
- **Current Issues:** Enhance knowledge of current issues and trends in purchasing and supply chain management within a global context.
- **Strategic Sourcing:** Gain insights into strategic sourcing optimization techniques and best practices.
- **Certification Preparation:** Prepare participants thoroughly for the Certified International Purchasing Manager (CIPM) certification exam.





## Purchasing, Procurement & Sourcing

### Expected Outcome

- Proficiency in Purchasing, Procurement & Sourcing tools and techniques.
- Practical experience through hands-on projects.
- Strong analytical and problem-solving skills.
- Application of ethical practices.
- Innovation in Purchasing, Procurement & Sourcing solutions.

### Skills Learned

- **Strategic Sourcing Optimization:** Techniques for optimizing sourcing strategies to achieve cost savings and efficiency.
- **Masterful Negotiation Techniques:** Advanced skills in negotiating with suppliers, including international negotiations and understanding cultural influences.
- **Effective Purchasing Management:** Best practices for managing purchasing processes and ensuring compliance with international standards.
- **Successful Deal Closure:** Strategies for closing deals successfully and maintaining strong supplier relationships.



# PURCHASING, PROCUREMENT & SOURCING

## Job Positions and Opportunities

- TPM Manager
- Assistant Manager Maintenance
- Maintenance Engineer
- Manufacturing Engineer
- Zero Emission Bus - Total Program Sales Manager
- Maintenance Engineer (Quality HR Services).



## Key Industry Verticals

E-commerce and Retail, Manufacturing and Automotive, Healthcare and Pharmaceuticals, Technology and Electronics, Logistics, SOil and Gas, Agriculture and Agribusiness, Fashion and Apparel.

## Industry Demand

- High demand across various sectors
- Competitive salaries
- Strong growth potential



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# Purchasing, Procurement & Sourcing

## Program Outline

### **Stage 1: Fundamentals of Purchasing, Procurement & Sourcing**

#### **1. Introduction to Purchasing and Procurement:**

Understanding the role and importance of purchasing in organizations.

#### **2. Sourcing Strategies:** Developing strategies for effective sourcing and supplier selection.

#### **3. Supplier Evaluation and Management:** Techniques for evaluating and managing supplier relationships.

#### **4. Purchase Order Management:** Managing the purchase order process from requisition to close-out.



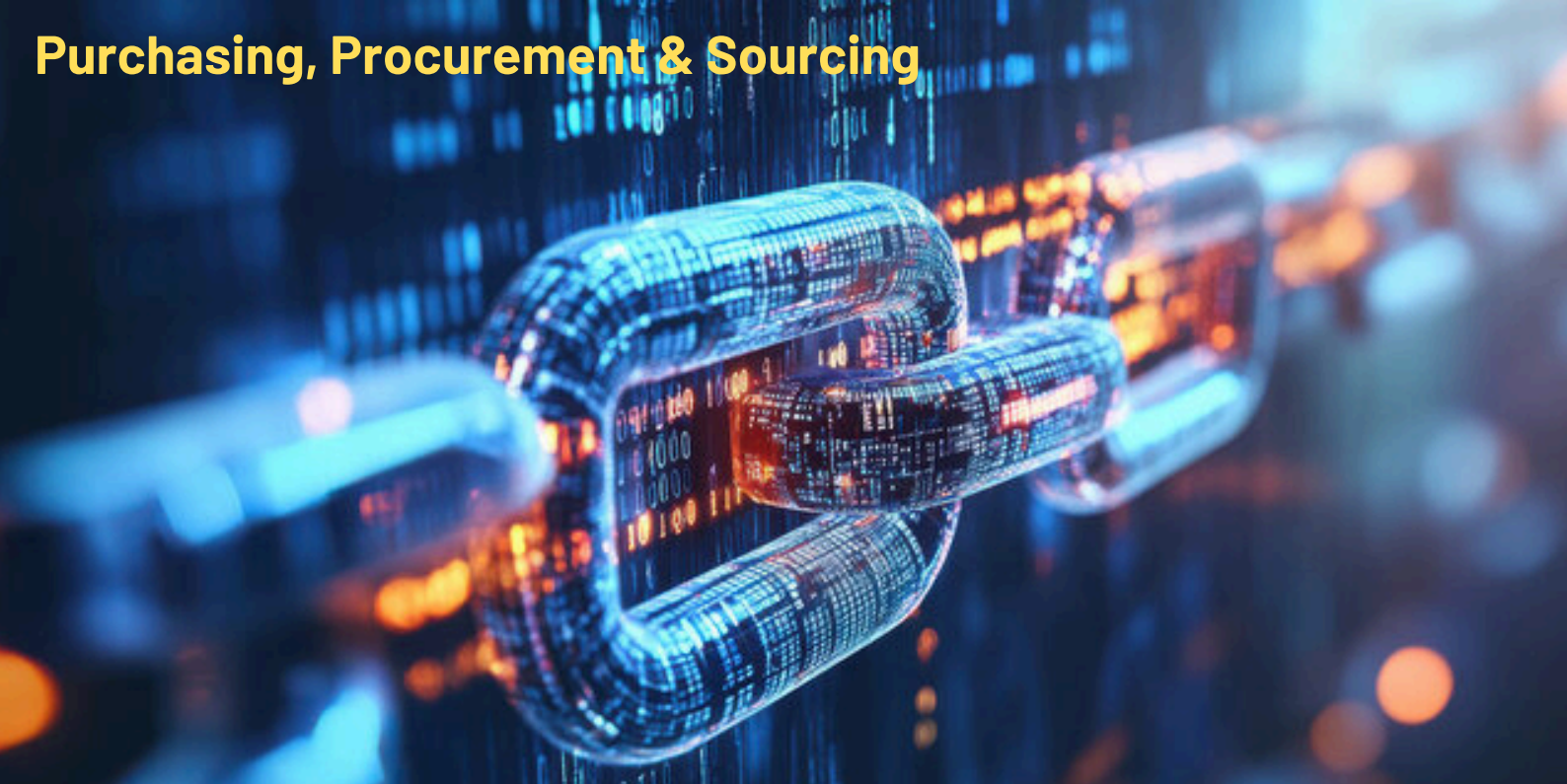
## Purchasing, Procurement & Sourcing

### Stage 2: Advanced Purchasing, Procurement & Sourcing Techniques

1. **Strategic Supply Management:** Advanced strategies for optimizing supply chain operations and achieving cost savings.
2. • **Supply Base Management:** Techniques for managing and developing supplier relationships to ensure reliability and performance.
3. • **Global Supply Chain Management:** Understanding the complexities of managing procurement and logistics on a global scale.
4. • **Risk Management:** Identifying and mitigating risks in the supply chain to ensure continuity and resilience.







## Stage 3: Practical Applications

### 1. Supplier Relationship Management:

Techniques for building and maintaining effective relationships with suppliers to ensure quality, reliability, and performance.

### 2. Spend Analysis and Cost Reduction:

Using data analytics to analyze spending patterns, identify cost-saving opportunities, and optimize procurement processes.

### 3. E-Procurement Solutions: Implementing and utilizing electronic procurement systems to streamline purchasing activities and improve efficiency.

### 4. Contract Administration: Managing contract lifecycle activities, including drafting, negotiation, execution, and compliance monitoring.

## Stage 4: Capstone Project

### 1. Supplier Relationship Management Plan:

- Identify and select key suppliers.
- Develop a framework for building and maintaining effective supplier relationships.
- Implement performance metrics to evaluate supplier reliability and quality.

### 2. Spend Analysis and Cost Reduction Strategy:

- Conduct a detailed spend analysis to identify areas for cost savings.
- Develop and propose cost reduction initiatives.
- Use data analytics tools to track spending patterns and measure the effectiveness of cost-saving measures.

### 3. E-Procurement Implementation:

- Research and recommend suitable e-procurement solutions for the organization.
- Develop an implementation plan, including timeline and resources
- Train relevant stakeholders on using the e-procurement system





## Purchasing, Procurement & Sourcing

### Elective Modules

#### 1. Advanced Data Analytics for Procurement:

- Employ advanced data analytics tools and techniques to gain insights.
- Utilize predictive analytics to forecast future demand and supply trends.
- Present procurement performance metrics using data visualization.

#### 2. Innovation and Technology in Procurement:

- Implement emerging technologies like blockchain, IoT, and AI in procurement.
- Study case examples on technology-driven transformation of procurement processes.
- Build digital procurement capabilities within organizations.

#### 3. Sustainable Procurement Practices:

- Analyze sustainable sourcing strategies and their environmental and social impact.
- Develop criteria for evaluating suppliers based on their sustainability practices.
- Create and promote sustainable supply chains.

#### 4. Global Trade and International Logistics:

- Manage international trade regulations and ensure compliance.
- Optimize global logistics and transportation management.
- Develop strategies for mitigating risks in international supply chains.


### Enrollment Now Open

Take the first step towards becoming a certified Purchasing, Procurement & Sourcing Professional. Enroll in our program and enhance your career.



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