

Certified International Procurement Manager (CIPM)

23, 24, 25 November | World-Wide Virtual (Zoom) Class

11AM to 4PM China, Malaysia, and Singapore time. Check the “World Clock” for the time in your area.

COURSE FACILITATOR:

Dr. LeRoy H. Graw
President and CEO
International Purchasing and
Supply Chain Management
Institute (IPSCMI)

Award & Qualifications:

- National Contract Management Association (NCMA) Educator of the Year Award
- Who's Who in America and the World

Author of the following:

- Service Purchasing
- Cost and Price Analysis: What Every Buyer Should Know
- Commercial Contracting, Otherwise Known as Purchasing
- Handbook of International Business Negotiation
- Certification Programs in International Purchasing Management and International Supply Chain Management

Co-author of the following:

- Previous edition of the Certified Purchasing Manager Study Guide
- The Certified Purchasing Manager Diagnostic Examination
- The Institute of Supply Management (ISM) Glossary of Key Purchasing Terms

Attend this certification course to learn the various aspects of International Procurement/Sourcing:

- ❖ **Develop** global procurement plans stemming from organizational goals
- ❖ **Establish** the process of developing the total landed cost of acquisition
- ❖ **Examine** the different methods of procurement available in global sourcing
- ❖ **Discover** the different methods of acquisition (direct, off-shore buying office, etc.) for global sourcing
- ❖ **Learn** how global negotiations differ from domestic negotiations.
- ❖ **Discuss** how different business customs and courtesies of key nationalities affect the offshore sourcing process.
- ❖ **Gain insights** into the different laws governing contracts from offshore suppliers (CISG and Domestic Contract Law) and how they impact on risk of buyer contract performance
- ❖ **Explain** the various customs laws, regulations, and tariffs and how they affect the supply management process.
- ❖ **Analyze** several global trade barriers and how they affect the global sourcing process
- ❖ **Find out** provisions/clauses appropriate for inclusion in the international contract for purchase
- ❖ Based on economic, political, and trade-related factors, **Determine** whether to denominate a contract in dollars or in the (foreign) currency of the offshore supplier.
- ❖ **Understand** how currency devaluations and revaluations of foreign currencies affect the prices paid by domestic buyers and foreign suppliers
- ❖ **Master** the documentation required in international trade
- ❖ **Explore** the several different methods of payment available for offshore purchases and which of those are most advantageous to the buyer

FREE TAKEAWAY!!

- Free International Purchasing and Supply Chain Management Institute (IPSCMI) VIP Membership
 - **The benefits delegates will gain through this membership include:**
 - ✓ Increase in personal professionalism, quality, knowledge and skill
 - ✓ Receiving free periodic mailings of recent developed materials, articles and news reports

Tuition of \$1,250 covers 3 days of training, Electronic Study Guide, Testing (Online 80 question multiple choice certification exam), Certification certificate, and express mail shipment of certification. Additional certification as Certified International Sourcing Manager (CISM) is available to successful applicants for an additional \$200 fee.

ABOUT THE INTERNATIONAL PURCHASING AND SUPPLY CHAIN MANAGEMENT INSTITUTE (IPSCMI)

IPSCMI is a prestigious professional institute offering purchasing and supply chain management certifications throughout the world in all modes of instruction, including conventional public seminars, online courses, in-house seminars and other distance learning modes.

IPSCMI's purchasing and supply chain management courses and programs are provided around the world by a complete network of alliance partners which contract with IPSCMI for collaboration in conducting the IPSCMI programs. More than 60,000 professionals from 42 countries worldwide have been certified by IPSCMI so far.

BENEFITS OF CERTIFICATION

Professional certification offers individuals a wide range of important benefits. The certification designation demonstrates to current and potential employers that the employee possesses a solid foundation of experience and education in a field of endeavor that can have a positive impact on bottom-line results. Certification symbolizes knowledge and accomplishment and is highly regarded by colleagues and employers. As a certified professional, the employee can proudly join a successful group of professionals who are enriching and advancing their careers and their chosen professions. Specific benefits include the following:

Professionalism -- Certification indicates a high level of professionalism to both coworkers and customers, increasing one's value in the market place.

Leadership -- Certification signifies an employee as dedicated to continuous improvement of himself/herself.

Recognition -- Only a small fraction of professionals ever achieve certification, indicating that they are a leading professional in their fields.

Knowledge -- Certification will improve one's understanding of the most current processes and trends in one's profession.

Ethical Behavior—Individuals who become certified must subscribe to a rigorous code of ethics appropriate to the specific profession.

WORKSHOP OVERVIEW

The sourcing function is in the midst of unprecedented change. The transformation is being driven by globalization in consumer and supplier markets, as well as by rapid technological advances that facilitates procurement on any scale.

This certification course focuses on the new tools of sourcing success, including e-commerce and internet strategies; supply-chain management technology, including eRFx systems, auction sites and bid optimization; strategic sourcing initiatives; offshore and international sourcing, and much more.

This course provides guidance on supplier relationships and partnerships, opportunities for cost reduction, electronic and paperless management, global sourcing opportunities and more.

WHY YOU SHOULD ATTEND

The purpose of this course is to provide students with an in-depth understanding of the theoretical as well as practical aspects of sourcing management, particularly, how it fits into an overall supply chain management strategy. Delegates who complete this course will acquire the necessary skills to:

- ✓ Assure sourcing and on-time delivery of best priced best quality materials to maximize production capacity
- ✓ Find the right supplier and effectively execute supplier relationship management for win-win partnerships
- ✓ Find solutions to sourcing bottlenecks and risks to ensure on-time delivery of materials
- ✓ Be equipped on streamlining and optimizing the whole business process
- ✓ Master advance cost techniques translating to reduction of waste and inefficiency of supply chain
- ✓ Learn how to encourage suppliers early in new product or service development and foster innovation

* Each Certification is valid for 5 years

ISO 9001

The Certification programs of the International Purchasing and Supply Chain Management Institute (IPSCMI) of Lewes, Delaware have been verified and determined to meet all the Quality Management System (QMS) requirements of International Organization for Standardization (ISO) Standard 9001, to include the Quality Management requirements, requirements for Quality Systems Administration, requirements for Process/Product Operations, and requirements for Quality Control.

WHO SHOULD ATTEND:

This program is uniquely designed and will be of particular benefit to Chief Executive Officers, Chief Financial Officers, Chief Operating Officers and Chief Sourcing Officers, Directors, Heads, Vice Presidents and Senior Managers of the following departments:

- ✓ Procurement
- ✓ Supply Chain
- ✓ Purchasing
- ✓ Logistics
- ✓ Supplier Enablement
- ✓ Manufacturing
- ✓ Commodities
- ✓ Worldwide Engineering
- ✓ Supply Assurance
- ✓ Materials
- ✓ Production/Strategic Sourcing
- ✓ Operations
- ✓ Inventory
- ✓ Finance
- ✓ Business
- ✓ Buyers

as well as any other managers with responsibilities for developing strategies and managing the supply chain from capital projects through manufacturing, marketing and customer services as well as those covering sourcing, systems, finance and distributions within a company or an organization.

Program

DAY 1

SOURCING

- CISM/CIPM Body of Knowledge
- Analyzing potential sources of goods or services
- Evaluate competitive offerings to determine overall best value for a product/service
- Acquisition (Procurement) Risk Evaluation: Assessing Supplier Risk and Opportunity
- Estimating and Contract Pricing
- Plan and communicate sourcing and supply strategies based on forecasted data
- IN ADDITION:
One or more Cases

STRATEGIC SOURCING

- Establish and execute strategic sourcing plans, in congruence with organizational objectives and sourcing strategies
- Establish and standardize sourcing procedures and business process improvements
- Identify, evaluate, select and implement technologies that support supply management functions throughout the organization
- Spend Analysis Systems
- ERfx Systems
- Leverage spend through identification, prioritization, development and execution of strategies
- Conduct analysis to determine insourcing or outsourcing strategy
- Create new systems and process improvements to help the organization meet sales goals
- IN ADDITION:
One or more Cases

DAY 2

INTERNATIONAL SOURCING

- Cultural awareness
- Issues in global business
- Infrastructure
- Risk assessment
- Cost benefit and opportunity analysis
- INCOTERMS 2020
- Interpersonal skills for working with other cultures
- Research and benchmarking of potential global suppliers
- Cultural awareness
- Financial issues (Separate lecture on Payments)
- Development of a business case/plan
- Contingency plans and exit strategies
- Country specific governmental regulations (e.g., customs, import/export)
- Brokers/import merchants
- Trade networks/trading companies
- Logistics providers
- Several international payment techniques
- Letters of Credit
- Different sections of documentary letters of credit
- The stand-by letter of credit (sbic)
- Regulations pertaining to restricted parties and countries
- Import documentation requirements
- Broker arrangements

- Negotiating With Japanese
- (and/or other ethnic groups of interest to students)
- IN ADDITION:
One or more Cases

DAY 3

SUPPLIER RELATIONSHIP MANAGEMENT

- SWOT analysis
- Data-mining tools
- Supply base rationalization
- Supplier categories
- Supplier segmentation
- Benefits of good supplier relations
- Confidentiality policies
- Ways of promoting good relations and trust
- Issues in supplier product education and involvement
- Issues in reciprocity
- Concepts of continuous improvement
- Benefits of good supplier relations
- Confidentiality policies
- Ways of promoting good relations and trust
- Issues in supplier product education and involvement
- Issues in reciprocity
- Concepts of continuous improvement
- Supplier partnerships/strategic alliances
- Reverse marketing/supplier development
- Supplier Mentorship
- Early supplier involvement (ESI)
- Supply chain management
- Supply base innovation
- Factors used to analyze a supplier's ability to perform
- Issues in conducting site visits
- Evaluate changes within supplier organization
- Supplier exit strategies
- IN ADDITION:
One or more Cases

REVIEW OF BODY OF KNOWLEDGE, PREPARATION FOR CIPM EXAM, AND CONDUCT OF CIPM EXAM

- Review of CIPM Body of Knowledge
- Exam Taking Tips
- Student CIPM Examination

Delegates have the option to purchase a 2nd certification – Certified International Sourcing Manager (CISM) – at an additional fee of USD 200.

Program Schedule (China/Singapore time)

(Day 1 – Day 3)

10:30	Registration
11:00	Session Begins
16:00	Session Ends
16:00-19:00	Online Certification Exam (DAY3)

ABOUT YOUR COURSE FACILITATOR:

Dr. LeRoy H. Graw has an international reputation as a purchasing and supply chain manager, trainer and consultant. He has more than 45 years of purchasing practitioner experience, including more than 24 years of experience in the public sector and more than 21 years of experience in the private sector. His 24 years of public sector experience includes 18 years as a senior level Federal Procurement and Contracts Manager and 6 years as a senior level Contracts Manager for Federal Contractors/Suppliers. His 21 years of experience in the private sector include positions as Purchasing Manager, Materials Manager and Supply Chain/Logistics Manager. He has held positions with or reviewed the purchasing systems of 13 different "Fortune 500" companies.

He has also served as a National Officer with the Federal Acquisition Regulation and Subcontracts Buyers Group of the National Association of Purchasing Management/Institute of Supply Management. He is the former President and National Director, San Gabriel Chapter, National Contract Management Association and formerly served as a member of the Certified Purchasing Manager Examination Item Writing Committee with the National Association of Purchasing Management/Institute of Supply Management (ISM).

He was awarded the National Contract Management Association "Educator of the Year" award in 1998. He is also published in Who's Who in the West, Who's Who in America and Who's Who in the World. He is considered by many to be the "Best Purchasing Instructor in the World".

During Dr. Graw's 45 years of purchasing practitioner experience, he taught purchasing and supply chain management for 21 different top level universities in the United States, Far East and Middle East. He has served on the adjunct faculty at University of California Los Angeles, Boise State University, Royal Roads University, Mantissa College and Pebble Hills University. His courses are taught at many major universities in the People's Republic of China.

Dr. Graw is the author and co-author for many books and guides relating to procurement or purchasing and supply chain management, for example "C.P.M Study Guide", "C.P.M Diagnostic Examination", "Service Purchasing", "Cost and Price Analysis", "Commercial Contracting, Otherwise Known as Purchasing", "Handbook of International Business Negotiation", etc. He is also the author of numerous certification programs in International Purchasing Management and International Supply Chain Management. He is the author of more than 50 different courses in Purchasing and Supply Chain Management courses and teaches all of them in both conventional and online mode.

Dr. Graw holds a Bachelor of Science Degree from the U.S. Military Academy at West Point, a Master of Commerce (MBA) degree from the University of Richmond and a Doctorate in Education Administration from the University of Southern California.

Partial list of companies that have benefitted from Dr. Graw's expertise:

- ✓ Talisman
- ✓ PT. Pertamina EP
- ✓ Standard Chartered Bank
- ✓ Bank Negara Malaysia
- ✓ Government of the People's Republic of China
- ✓ Bank Danamon Indonesia
- ✓ CNOOC SES Ltd
- ✓ Petron Corporation
- ✓ PT. Pertamina Persero
- ✓ PTT Global Chemical Plc
- ✓ Hewlett Packard
- ✓ PetroChina
- ✓ Volkswagen
- ✓ Sri Lanka Telecom
- ✓ Industrial and Commercial Bank of China
- ✓ China National Offshore Oil Corporation
- ✓ US Postal Service, the US Department of Energy
- ✓ US General Services Administration
- ✓ US Department of Defense
- ✓ CUEL Limited
- ✓ Sime Darby
- ✓ Siemens
- ✓ Sinopec-China Petroleum
- ✓ American Airlines
- ✓ China Mobile
- ✓ Huawei Technologies
- ✓ Beijing Modern Management Technology Exchange Center
- ✓ Beijing Five Star Universe International Culture Exchange Center
- ✓ The Chinese State-Owned Enterprise Restructuring Agency
- ✓ Cement Industries Malaysia
- ✓ Alcatel Corporation
- ✓ Apple
- ✓ Lucent Technologies
- ✓ B.Braun Medical Industries
- ✓ Defence Science & Technology Agency

Testimonials:

"The curriculum was broad based and relevant. I was able to put my education into practice on a daily basis."

~ Manager of Strategic Sourcing

"I wish to congratulate myself and the students who passed the recent Certification exam."

I also want to thank Dr. Graw for the instructional job well done. Great job!!"

~ Purchasing Manager

"Dr. Graw's class was superb! I am grateful for the opportunity to study under Dr. Graw! I intend to take his next course. "

~ Certified Professional Purchasing Manager



IPSCMI COURSE REGISTRATION FORM

US ADDRESS
16192 Coastal Highway
Lewes, Delaware, 19958
Tel: (302) 570-0886
Fax: (415) 651-8884
E-Mail: admin@ipscmi.org

INSTRUCTIONS:

Please type or print to ensure your answers are legible.
Please make your payment by money transfer or credit card after your application has been approved. Application fees are *non-refundable*. Applications will be reviewed for eligibility by the administrator. All information provided is confidential, kept secure and used for the sole purpose of the certification process.
Please send your registration form by email to IPSCMI at admin@ipscmi.org or by fax at 415-651-8884. Should you have any questions, contact IPSCMI by email at admin@ipscmi.org or by phone at 302-570-0886.

PERSONAL DATA

Name:	Position:	Organization/Institution:
Tel:	Email:	Address:

EDUCATIONAL DATA

DATES	MAJOR/ DEGREE	SCHOOL/INSTITUTION

FEES/PAYMENT

Please make your payment by money transfer or credit card after your application has been approved.

Payment Information:

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CIPM training fee, testing fee, certification fee and express shipment fee (\$1250) _____

Additional Certified International Sourcing Manager (CISM) certification fee (\$200) _____

Payment Method: Money Transfer Credit Card

You can wire your funds to our bank account or you can send us a credit card payment at <http://www.ipscmi.org/Pay.php>. If you wish to wire the funds, please email us to get the wiring instructions.

APPLICANT AGREEMENT

I have carefully read the enrollment procedures governing research certification by IPSCMI. I have carefully read the application instructions. I understand that my fee is NON-REFUNDABLE and that it may be the judgment of the Administrator(s) that my qualifications are insufficient for the grade of certification for which I am applying. I certify that the above information given by me is true.

Applicant's Signature _____ Date Signed _____