



CIPM

Certified International Purchasing Manager

INTRODUCTION

The Certified International Purchasing Manager (CIPM) is designed for current and future purchasing & supply chain professionals and managers, reflecting levels of understanding and of competence needed to assume responsibility for managing purchasing & supply chain operations at the international level. It is based on a Learning System (LS) developed by the International Trade Centre (ITC), and conducted by the prestigious International Purchasing and Supply Chain Management Institute.

The certification examination review course prepares purchasing and materials management professionals for the Certified International Purchasing Manager (CIPM) Examination sponsored by the International Purchasing and Supply Chain Management Institute (IPSCMI). Certification as a CIPM is increasingly being specified in position descriptions and job announcements as desired and/or minimum qualifications to be met for such professionals.

WHO SHOULD ATTEND?

This program is specially designed for professionals, managers, and executives who are involved in purchasing and/or supply chain management at the international level. It is also suitable for those who are planning to venture into this field of specialization.

PROGRAM OBJECTIVES

1. To develop an in-depth understanding of the international sourcing, management and administration processes, and current issues as they relate to purchasing and supply chain management in an international context.
2. To develop an understanding of what to study and how to study in preparation for the CIPM.
3. To determine which CIPM tasks require the greatest amount of study and concentration in order to pass the CIPM examination.

TOPICAL COVERAGE/BODY OF KNOWLEDGE

- o Differences: Domestic and Global Purchasing
- o Global Sourcing Levels

- Global Sourcing Benefits
- Switching from Domestic to Global Sourcing
- Roadblocks to Overcome
- Starting an Offshore Buying Program
- Sourcing Strategies (Pros and Cons)
- Domestic Global Sourcing Companies
- In Country-based Sourcing Representatives
- Establishing Dedicated International Purchase Office (IPO)
- Direct from Offshore Suppliers
- Identifying and Qualifying Offshore Suppliers
- Using available procurement techniques
- Comparing total landed cost of acquisition
- Negotiating With Offshore Suppliers
- Financing the Transaction
- The role of Domestic Law and CISG
- Preparing the contract with the Offshore Supplier
- Documentation required
- Key clauses for the contract with the Offshore Supplier
- Dispute settlement provisions for the contract with the Offshore Supplier
- Recommended methods of payment
- Protecting the purchase from foreign currency exposure
- Terms of Purchase Documentation
- The Terms of Shipping Documentation
- What the Purchaser Should Specify in the International Purchase Contract
- International Commercial Terms (INCOTERMS)
- Bill of Lading and Other International Purchasing Documents
- International Negotiation
- The Influence of Culture on International Negotiation
- The International Negotiation Process
- Managing International Negotiations
- Decision Making
- Global Negotiation Styles
- Foreigner's Viewpoint of Americans as Negotiators
- American Viewpoints of Saudis as Negotiators
- Differences in Negotiation Approaches, Saudis and American
- Practical Issues in Cross-Cultural Negotiation

AWARD OF CERTIFICATION

Candidates who wish to become certified must meet the following requirements:

1. AA degree OR more than three years of experience in business.



2. Satisfactory completion of a 3 hour multiple choice examination
3. Completion of an application for certification and payment of all fees.

TRAINING OUTLINE

Module 1

Differences: Domestic and Global Purchasing
Global Sourcing Levels
Global Sourcing Benefits
Switching from Domestic to Global Sourcing
Roadblocks to Overcome
Starting an Offshore Buying Program
Sourcing Strategies (Pros and Cons)
Domestic (US) Global Sourcing Companies
In Country-based Sourcing Representatives
Establishing Dedicated International Purchase Office (IPO)
Direct from Offshore Suppliers
Identifying and Qualifying Offshore Suppliers
Using available procurement techniques
Comparing total landed cost of acquisition
Negotiating With Offshore Suppliers
Financing the Transaction

Module 2

The role of the UCC and CISG
Preparing the contract with the Offshore Supplier
Documentation required
Key clauses for the contract with the Offshore Supplier
Dispute settlement provisions for the contract with the Offshore Supplier
Recommended methods of payment
Protecting the purchase from foreign currency exposure
Terms of Purchase Documentation
The Terms of Shipping Documentation
What the Purchaser Should Specify in the International Purchase Contract
International Commercial Terms (INCOTERMS)
Bill of Lading and Other International Purchasing Documents



Module 3

International Negotiation
The Influence of Culture on International Negotiation
The International Negotiation Process
Managing International Negotiations

Module 4

Decision Making
Global Negotiation Styles
“Negotiating With Americans”
“Negotiating With Chinese”
“Negotiating With Japanese”
“Negotiating With Germans”
“Negotiating With Arabs”
“Negotiating With Mexicans”
“Negotiating With Indians”
“Negotiating With Brazilians”
“Negotiating With Filipinos”
“Negotiating With Vietnamese”
Practical Issues in Cross-Cultural Negotiation

Examination

This Certification Program is a core certification program of The International Purchasing and Supply Chain Management Institute (IPSCMI). This program offers the designation of CIPM (The Certified International Purchasing Manager) to candidates who demonstrate their understanding of the fundamentals of the profession through the successful completion of rigorous professional certification examinations.

Completion of the certification program requires completion of a multiple choice examination. The examination is prepared by a Board of Examiners consisting of a range of Certified, Sustaining, and Educator Members within the International Purchasing and Supply Chain Management Institute (IPSCMI).



The examination is administered by UITI the only accredited examination center for the IPSCMI in Jordan.

Professional Designation

Successful candidates are granted the designation of CIPM. This certification may be used just as similar recognitions which are employed in accounting, insurance, medicine, law, and other professions. Either the full expression or the initials may be used after the individual's name on business cards, stationery, etc.