

Certified International Procurement Manager (CIPM)

3 - 5 December 2018 | Singapore

As there are a lot of materials, trainer requires delegates to bring their own laptop to access power point slides and notes. No hard copies will be given for this course.

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 National Association of Purchasing Management 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

Organized by: _____

