

# Certified International Procurement Manager (CIPM)

25 - 27 March 2019 | JW Marriott Hotel, Kuala Lumpur, Malaysia

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.

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: \_\_\_\_\_

