

# Certified Procurement Professional

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## ABOUT CERTIFICATION

GSDC's Certified Procurement Professional is one of the most recommended certifications by companies looking to hire Managers in the Supply Chain Industry especially for areas such as Strategic Sourcing where you will be requested to manage products/services worth Billions of dollars including direct and indirect materials & services. It is one of the key challenging roles where the responsibility of the Manager is to reduce or optimize the company's spend and help the company to achieve significant cost savings by means of strategies developed through research. Certified Procurement Professional certification also calls for excellent Spend Management Skills, the ability to negotiate with suppliers at ease, exceptional analytical bent of mind, skills of number crunching, and team handling. It also assists individuals to understand the depth and breadth of Supply Chain Management on a global scale. Certified Procurement Manager certification syllabus emphasizes on Strategic Sourcing and Supplier Risk Management.

## OBJECTIVES

Certified Procurement Professional certification shares a deep understanding of:

- Evolution of Procurement & Supply Management
- Understanding the Procurement & Supply Management Cycle
- Key Objectives of Procurement & Supply Management
- Overview of the Solicitation Process
- Learning Strategic Supply Management Processes
- Strategic Cost Management to optimize the cost
- Effective Negotiation: Strategies & Tactics
- Contract Management to ensure Compliance and Risk Mitigation
- Supplier Relationship Management & Exit Strategy
- Understanding Strategic Sourcing and Implementation
- Legal Implications of Procurement

## Our Accreditation:



The Global Skill Development Council (GSDC) is the leading third-party, Vendor-neutral, international credentialing and certification organization. The Global Skill Development Council (GSDC) is proud to be ANSI Accredited Member. The American National Standards Institute (ANSI) is a private, non-profit organization that administers and coordinates the U.S. voluntary standards and conformity assessment system.

# COURSE SYLLABUS

## 1. What is Procurement Process

- Reviewing Formal Corporate Procurement Process
- Procure to Pay process
- Corporate governance in Procurement Process
- Digitization in Procurement Process
- Category Management

## 2. Market Research & Analysis:

- Research Skills in SCM/Procurement Industry
- Primary Research
- Guest Lecture on Primary Research
- Secondary Research
- Primary Vs Secondary Research
- How Should Social Media Be Used In Market Research
- Current Market Research Trends
- Porter's Five Force Analysis
- Pestle Analysis
- SWOT Analysis
- Supplier Diversity
- Magic Quadrant Analysis
- Supplier Ranking & Capability Matrix
- Competitive Intelligence
- Financial Risk Analysis
- Demand Forecasting

## 3. Price Forecasting:

- Price Forecasting - CAGR & Linear Regression
- Price Forecasting - Multiple Regression
- Price Forecasting - Weighted average regression and Time series Analysis

## 4. Introduction to Supply Chain Management

- Procurement Management
- Stores Management
- Warehouse Management
- Goal of Supply Chain

- Procurement with Examples
- Green Supply Chain Management and reducing Carbon Footprint
- Reverse Auctions
- How to implement Procure to Pay (P2P) and Source to Pay (S2P)
- Procurement Planning & Implementation - Spend Analysis, Kraljic's Matrix, Measuring KPIs and Supplier Performance Assessment
- Leverage Procurement to Realize Cost Savings
- Manufacturing/ Production with Examples
- Distribution (Warehouse location, Customer allocation, Demand forecasting, Inventory management, etc.)
- Logistics (selection of logistics mode, selection of ports, direct delivery, vehicle scheduling, 3PL, 4PL etc.)
- Global Logistics and Transportation

## 5. Quality Concepts

- Introduction to Lean Manufacturing
- Lean Manufacturing at Toyota
- Lean Manufacturing Example at Toyota Plant Kentucky
- 5S Standard Work Video
- Lean Manufacturing - Visual Management and 5S
- Visuals of Warehouse, Fork lift etc from Toyota
- Lean Manufacturing Tour
- Toyota 5S
- Kanban explained with example
- Kanban Explanation
- Kanban Pull Simple Demo
- Pull System and Kanban Demonstrated
- Seven Wastes Found in Manufacturing
- Top 10 Reasons to Implement Kanban
- Kaizen Overview (Lean Manufacturing)
- Kaizen Workshop
- Six Sigma Samurai
- Toyota Production System - The 5 Ss in a Shop Environment



## GSDC Technical Advisory Board :

The GSDC is the leading certification association which brings together innovative organizations and founding thought-leaders as Technical Advisors from over 40 countries to design curriculum on Blockchain, Devops, Six Sigma & Agile Certifications.

## Further Information:

### Target Audience

- IT Professionals
- Software Developers
- Process Managers
- Project Managers
- Data Analysis Professionals
- Web Developers
- Application Developers

### Certification Available:

- Ethereum developer
- Blockchain Architect
- Hyperledger Developer

### You may also be interested in:

- Lean Six Sigma
- DevOps Practitioner

Find out more online at [www.gsdcouncil.org](http://www.gsdcouncil.org)