

CIPP & CIAPP PROCUREMENT CERTIFICATION

Professional Certification For
Ambitious Procurement Executives

WHAT IS THE CIPP & CIAPP PROCUREMENT CERTIFICATION?

In conjunction with the **Procurement Academy, Purchasing & Procurement Center** brings 2 certification programs with well-balanced learning plans - **CIPP & CIAPP**.

When you join either of these certification programs you are joining a program with a rigorous set of established standards and competencies for procurement executives.

The uniqueness of **CIPP & CIAPP** certifications is that they cater to both - new aspiring procurement executive and the experienced procurement professionals for further career advancement.



The designations are recognized credentials throughout the world. Once attained they indicate achievement at a certain level of world-class knowledge, skills and competences for the procurement professional.

ADMISSION CRITERIA FOR CIPP & CIAPP?

As a procurement executive, you need to already be active in procurement, contract management or category management role. This is the major pre-requisite for accessing the CIPP and CIAPP programs.

However for those who want to enter the advanced CIAPP program, it is beneficial to have:

- a Master's degree, or
- at the least a Bachelors degree together with a minimum of five years' relevant experience in a procurement role.



CIPP & CIAPP DELIVERY!

The learning plans leading to **CIPP & CIAPP** certification well-balanced learning plan for two procurement-professional profiles of different experience levels.

These programs are delivered completely online and are essentially self-directed. You can learn wherever and whenever you see fit, at your own pace. A dedicated support team is there to help you and to make sure that you do not fall behind on your schedule.

The course material consists of highly interactive

eLearning, online simulations, reading assignments and application-based tasks. These all have one thing

in common: as opposed to the more theoretical courses, these courses are scenario-based and designed to be applied in practice. They are practical courses that are relevant to your everyday experiences on the job.

The scenario-based eLearning allows you to study at your own pace.

The **CIPP program** carries 65 courses with total seat time of 63 hours and can normally be completed within 12 to 15 months (assuming +/- 5 hours of study/month).

The **CIAPP program** carries 114 courses with total seat time of 106 hours. It will typically take 18 to 24 months to complete (assuming +/- 5 hours of study/month).

INDIVIDUAL VS TEAM/CORPORATE CERTIFICATION?

Individual Certification is usually the aspiration of a driven individual to excel in his profession. However, for CPOs and Procurement Directors who would like to enroll all of their team for such programs, it might not be suitable to involve all the team into a heavy learning and certification program.

For such situations, Purchasing & Procurement Center provides a much more flexible learning and development program that also leads to certification with as little as 1-hour learning per month.

THE TEAM/CORPORATE LEARNING AND CERTIFICATION

The team/corporate learning and certification is a much more advanced approach to building procurement talents as it includes additional tools:

- Competence Mapping Per Job Role/Function
- Pre-Assessment & Gap Analysis
- Customized Learning & Development Program per job role (eLearning + class training)
- Full Program Support



*If you are looking for team learning, development,
and certification program, contact us at...*

teamcert@ppc-inc.com

*... for an executive briefing of how this has worked for our existing clients
and how it can work for you and your team.*

CERTIFIED INTERNATIONAL PROCUREMENT PROFESSIONAL (CIPP)

The CIPP program is typically aimed at people who are starting their career in procurement. The program takes a generalist approach to procurement, concentrating on the fundamentals of procurement.

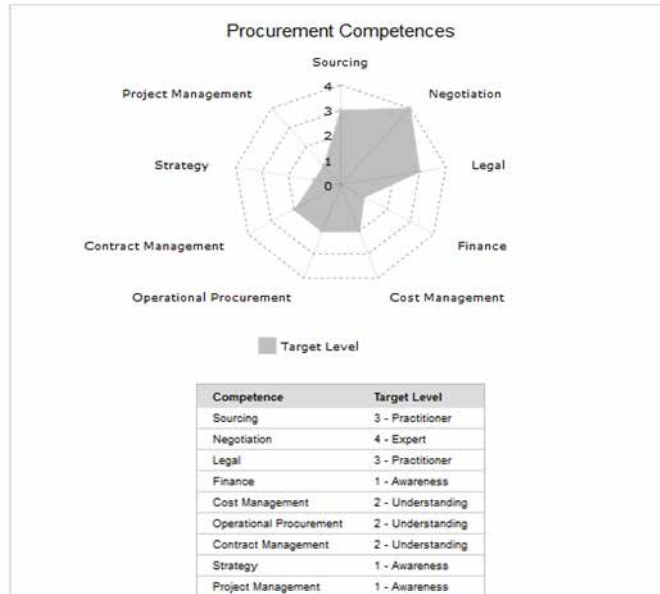
The CIPP program is ideal for buyers looking for a first professional certification. It will allow you to understand the key processes in procurement and help build the professional knowledge and competences that employers are looking for.

Below are the Competences, Levels & Learning Plan required for CIPP Certification.

Learning Plans

Select Role

- Certified International Advanced Procurement Professional (CIAPP)
- Certified International Procurement Professional (CIPP)



Competence	Course Bundle	IDs	#	Type	H:Min	Key
Sourcing	RFP Management + Refresher courses + Exam	?	7	High Impact eLearning	3:45	?
Sourcing	Introduction to Strategic Sourcing	?	2	High Impact eLearning	1:00	?
Sourcing	eSourcing	?	2	High Impact eLearning	1:20	?
Sourcing	RFP Management Simulations	?	1	Simulations	0:20	?
Sourcing	eSourcing Simulations	?	1	Simulations	0:40	?
Sourcing	Strategic sourcing: a bridge too far?	?	1	Article	1:00	?
Sourcing	Review an RFP	?	1	Application based Assignment	8:00	?
Negotiation	Winning Negotiations + Refresher courses + Exam	?	7	High Impact eLearning	3:55	?
Negotiation	Advanced Negotiation Techniques + Refresher courses + Exam	?	8	High Impact eLearning	5:10	?
Negotiation	Winning Negotiations Simulations	?	1	Simulations	0:20	?
Negotiation	Advanced Negotiation Techniques Simulations	?	2	Simulations	1:00	?
Negotiation	The walk from "no" to "yes"	?	1	Article	1:00	?
Negotiation	Attend a Negotiation	?	1	Application based Assignment	8:00	?
Legal	Legal issues in Procurement + Refresher courses + Exam	?	8	High Impact eLearning	3:45	?
Legal	Legal Terms and Templates + Exam	?	2	High Impact eLearning	1:40	?
Legal	Incoterms	?	1	High Impact eLearning	0:30	?
Legal	Legal Issues in Procurement Simulations	?	1	Simulations	0:40	?
Legal	Contract Law	?	1	Article	1:00	?
Legal	Review a contract for Risk	?	1	Application based Assignment	8:00	?
Finance	Finance Essentials	?	3	High Impact eLearning	2:00	?
Cost Management	Cost Mgmt Essentials	?	3	High Impact eLearning	1:30	?
Operational Procurement	P2P or Procure to Pay Mgmt + Refresher courses + Exam	?	5	High Impact eLearning	3:15	?
Operational Procurement	P2P or Procure to Pay Simulations	?	2	Simulations	0:50	?
Operational Procurement	The A to Z of Purchasing Jargon	?	1	Article	1:00	?
Contract Management	Contract or Supplier Performance Mgmt Essentials	?	3	High Impact eLearning	1:30	?
Strategy	Vision Mission and Strategy	?	1	High Impact eLearning	0:40	?
Strategy	Corporate Fraud Prevention	?	1	High Impact eLearning	0:40	?
Project Management	Introduction to Project Management	?	1	High Impact eLearning	00:30	?
			65			63:00

CERTIFIED INTERNATIONAL ADVANCED PROCUREMENT PROFESSIONAL (CIAPP)

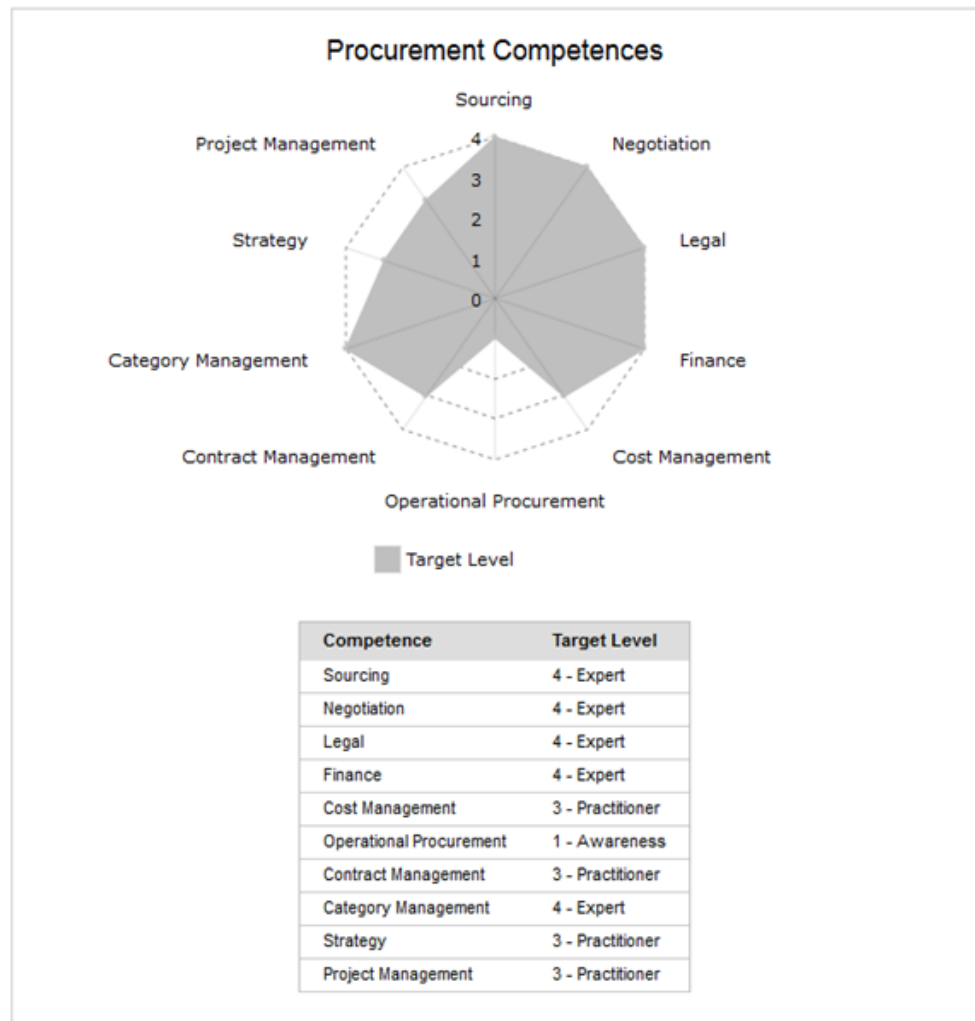
The CIAPP program is designed for more seasoned procurement professionals who want to improve on their tactical skills and seek to evolve to a more strategic or managerial position within a procurement department.

In addition to the topics covered in CIPP certification the CIAPP certification program focuses on more strategic topics such as category management, supplier relationship management, etc. have a more prominent place in the curriculum.

Below are the Competences, Levels & Learning Plan required for CIAPP Certification.

Select Role

- Certified International Advanced Procurement Professional (CIAPP)
- Certified International Procurement Professional (CIPP)



CIAPP LEARNING PLAN

Competence	Course Bundle	IDs	#	Type	H:Min	Key
Sourcing	Stakeholder View and Influencing Specifications	7	2	High Impact eLearning	1:00	7
Sourcing	Strategic Sourcing + Refresher courses + Exam	7	10	High Impact eLearning	6:00	7
Sourcing	eSourcing	7	2	High Impact eLearning	1:20	7
Sourcing	Strategic Sourcing Simulations	7	3	Simulations	1:20	7
Sourcing	eSourcing Simulations	7	1	Simulations	0:40	7
Sourcing	Strategic sourcing: a bridge too far?	7	1	Article	1:00	7
Sourcing	Beyond the Strategic in Strategic Sourcing	7	1	Article	1:00	7
Sourcing	Review an RFP	7	1	Application based Assignment	8:00	7
Negotiation	Winning Negotiations + Refresher courses + Exam	7	7	High Impact eLearning	3:55	7
Negotiation	Advanced Negotiation Techniques + Refresher courses + Exam	7	6	High Impact eLearning	5:10	7
Negotiation	Winning Negotiations Simulations	7	1	Simulations	0:20	7
Negotiation	Advanced Negotiation Techniques Simulations	7	2	Simulations	1:00	7
Negotiation	Guard against Ethical Lapses	7	1	Article	1:00	7
Legal	Legal issues in Procurement + Refresher courses + Exam	7	6	High Impact eLearning	3:45	7
Legal	Legal Terms and Templates + Exam	7	2	High Impact eLearning	1:40	7
Legal	Incoterms	7	1	High Impact eLearning	0:30	7
Legal	Legal Issues in Procurement Simulations	7	1	Simulations	0:40	7
Legal	Legal and Economic Aspects of Contracts	7	1	Article	1:00	7
Legal	Review a contract for Risk	7	1	Application based Assignment	8:00	7
Finance	Finance Essentials	7	3	High Impact eLearning	2:00	7
Finance	Finance + Refresher courses + Exam	7	6	High Impact eLearning	4:15	7
Finance	Finance Simulations	7	2	Simulations	1:10	7
Finance	Financial Analysis of Suppliers	7	1	Article	1:00	7
Cost Management	Cost Mgmt + Refresher courses + Exam	7	6	High Impact eLearning	3:40	7
Cost Management	Cost Mgmt Simulations	7	2	Simulations	1:10	7
Cost Management	Create a Total Cost of Ownership (TCO) model	7	1	Application based Assignment	8:00	7
Operational Procurement	eProcurement	7	1	High Impact eLearning	0:50	7
Contract Management	Contract or Supplier Performance Mgmt + Refresher courses + Exam	7	6	High Impact eLearning	3:40	7
Contract Management	Contract or Supplier Performance Mgmt Simulations	7	2	Simulations	1:00	7
Category Management	Category Mgmt + Refresher courses + Exam	7	8	High Impact eLearning	7:05	7
Category Management	Category Mgmt Part I, Part II & Part III Simulations	7	5	Simulations	3:00	7
Category Management	Create a Category strategy	7	1	Application based Assignment	12:00	7
Strategy	Corporate Fraud Prevention	7	1	High Impact eLearning	0:40	7
Strategy	SRM or Supplier Relationship Mgmt + Refresher courses + Exam	7	3	High Impact eLearning	1:45	7
Strategy	Value Management	7	2	High Impact eLearning	1:15	7
Strategy	SRM or Supplier Relationship Mgmt Simulations	7	2	Simulations	0:50	7
Strategy	Value Management Simulations	7	1	Simulations	0:20	7
Strategy	Coaching GROW Model	7	1	Article	1:00	7
Project Management	Project Management + Refresher Courses + Exams	7	7	High Impact eLearning	3:50	7
Project Management	Project Management Simulations	7	3	Simulations	1:20	7
					114	107:10

REGISTRATION FORM

You may send your completed form to registration@ppc-inc.com:

USD 2,195

CIPP

Certified International Procurement Professional
12 Months unlimited access

- For procurement professionals only
- Unlimited access to assigned courses
- 65 Courses with total seat time of 63 hours
- 24/7 Online Support
- Assessments and Exams

USD 2,995

CIAPP

Certified International Advanced Procurement Professional
18 Months unlimited access

- For procurement professionals with a minimum of 5 years of experience (subject to the approval of PPC)
- Unlimited access to assigned courses
- 114 Course-modules with total seat time of 107 hours
- 24/7 Online Support
- Assessments and Exams

LEARNER DETAILS

Important: Please fill all details in the registration form

Full Name:

Job Title:

E-mail:

Mobile:

- (1) _____
- (2) _____
- (3) _____

COMPANY DETAILS

Company Name: _____

Address: _____

Telephone: _____

AUTHORIZATION

Full Name: _____

Job Title: _____

Signature: _____

Date: _____

*Important: Please copy this page for multiple bookings

*This form is invalid without signature.

PAYMENT

PAYMENT OPTIONS: Please tick your method of payment

PAYMENT POLICY: Payment is required within 5 days upon receipt of the invoice

BANK TRANSFER

Bank Name: **STANDARD CHARTERED BANK MALAYSIA BERHAD**

Bank Address: **NO 36, JALAN SULTAN ISMAIL,
50250 KUALA LUMPUR, MALAYSIA**

Bank Account Name: **KAVAQ BUSINESS INTELLIGENCE (M) SDN BHD**

Bank Account Number: **8971-7002-6165 (USD)**

Swift Code: **SCBLMYKXXXX**

IBAN: Not Applicable

CREDIT CARD

Name on Card: _____

Credit Card No.: _____

Card Verification Code: _____

(Last 3 digit numbers below the magnetic bar at the back of the Card)

Expiry Date: _____

Signature: _____

*I would like to pay through credit card as per details filled above.
NOTE: Please send a copy (front & back) of your credit card as well.*

CONFIRMATION DETAILS

Joining details confirming your participation will be sent, once a registration has been received.
After receiving payment, a receipt will be issued.

Personalized Access will be granted within 5 to 7 working days upon receipt of the full payment.

APPENDIX 1

CERTIFIED INTERNATIONAL PROCUREMENT PROFESSIONAL (CIPP)

For Aspiring Non-Managerial Purchasing & Procurement Professionals

The CIPP program is typically aimed at people who are starting their career in procurement. The program takes a generalist approach to procurement, concentrating on the fundamentals of procurement.

The CIPP program is ideal for buyers looking for a first professional certification. It will allow you to understand the key processes in procurement and help build the professional knowledge and competences that employers are looking for. Suited better for those who are not in a Managerial position or have less than 5 years of experience.

COMPETENCE: SOURCING			
CODE	COURSE TITLE	TYPE	H:MIN
TE1020 TE1001 TE1002 TE1003 TE1004 TE1005 TE1000	RFP Management Introduction to Procurement Process How to develop Specifications How to write an RFQ and RFI Basic negotiation tactics Basic contract negotiation Ethics in Procurement Process RFP Management - Refresher Courses	High Impact eLearning	3:45
TE2020 TE2021	Introduction to Strategic Sourcing The role of procurement professionals The Procurement Processes	High Impact eLearning	1:00
TE2041 TE2042	eSourcing What is eSourcing? The benefits of eSourcing How to build and manage eRFIs How to Build an eRFP? eRFP lot strategy Manage eRFPs Prepare an eAuction & types of eAuctions How to build an eAuction? eAuction lot strategy When to use which eSourcing functionalities	High Impact eLearning	1:20
TE9005	RFP Management Simulations Improve Specifications	Simulations	0:20
TE9003 TE9004	eSourcing Simulations Simulation on how to run eSourcing (part 1) Simulation on how to run eSourcing (part 2)	Simulations	0:40
TE7001	Strategic Sourcing: a bridge too far?	Article	1:00
	Review an RFP	Application Based Assignment	8:00

COMPETENCE: NEGOTIATION

CODE	COURSE TITLE	TYPE	H:MIN
NE1001 NE1002 NE1003 NE1004 NE1005 NE1006 NE1000	Winning Negotiations Win Win Lose Negotiation Negotiation Preparation How to open a Negotiation How to bargain Closing a Negotiation Negotiation Tips Winning Negotiations Refresher Courses	High Impact eLearning	3:55
NE1021 NE1022 NE1023 NE1024 NE2000N NE2000B	Advanced Negotiation Techniques Using NLP to influence stakeholders part 1 Using NLP to influence stakeholders part 2 Biases in Negotiations part 1 Biases in Negotiations part 2 NLP in Negotiations Refresher Courses Cognitive Bias in Negotiations Refresher Courses	High Impact eLearning	5:10
NE9001	Winning Negotiations Simulations	Simulations	0:20
NE9003	Advanced Negotiation Techniques Simulations	Simulations	1:00
NE7001	The walk from “no” to “yes”	Article	1:00
NE8001	Attend a Negotiation	Application Based Assignment	8:00

COMPETENCE: LEGAL

CODE	COURSE TITLE	TYPE	H:MIN
CO1001 CO1002 CO1003 CO1004 CO1005 CO1000	Legal Issues in Procurement Basic Principles of a contract Important Clauses Limit Company Exposure Termination of a contract Statutory Rights of a Buyer Resolving Disputes Legal Refresher Courses	High Impact eLearning	3:45
CO1014 CO1015	Legal Terms and Templates Contract Terms Contract Templates NDA Letter of Intent	High Impact eLearning	1:40
CO1013	Incoterms Incoterms 2010	High Impact eLearning	0:30
CO9001	Legal Issues in Procurement Simulations	Simulations	0:40
CO7001	Contract Law	Article	1:00
	Review a contract for Risk	Application Based Assignment	8:00

COMPETENCE: FINANCE

CODE	COURSE TITLE	TYPE	H:MIN
FI1001 FI1002 FI1003	Finance Essentials Reading the Balance Sheet Understanding Profit and Loss Account Importance of Cash Flow	High Impact eLearning	2:00

COMPETENCE: COST MANAGEMENT

CODE	COURSE TITLE	TYPE	H:MIN
CM1001 CM1002 CM1003	Cost Management Essentials Introduction to Strategic Cost Management for Buyer Cost Calculation Cost Estimation or Should Cost	High Impact eLearning	1:30

COMPETENCE: OPERATIONAL PROCUREMENT

CODE	COURSE TITLE	TYPE	H:MIN
OP1001 OP1002 OP1003 OP1004 OP1000	P2P or Procure to Pay Management The key principles Procure to Pay P2P part 1 Procure to Pay P2P part 2 Operational Procurement P2P tools Operational Procurement Refresher Courses	High Impact eLearning	3:15
OP9001	P2P or Procure to Pay Simulations	Simulations	0:50
OP7001	The A to Z of Purchasing Jargon	Article	1:00

COMPETENCE: CONTRACT MANAGEMENT

CODE	COURSE TITLE	TYPE	H:MIN
SR1001 SR1002 SR1003	Contract or Supplier Performance Management Essentials Introduction to Contract Management Corporate Governance of Contract Management part 1 Corporate Governance of Contract Management part 2	High Impact eLearning	1:30

COMPETENCE: STRATEGY

CODE	COURSE TITLE	TYPE	H:MIN
MS1022	Vision Mission and Strategy	High Impact eLearning	0:40
MS1024	Corporate Fraud Prevention	High Impact eLearning	0:40

COMPETENCE: PROJECT MANAGEMENT

CODE	COURSE TITLE	TYPE	H:MIN
PM1001	Introduction to Project Management	High Impact eLearning	0:30

CIPP FINAL EXAMS

CODE	COURSE TITLE	TYPE	H:MIN
TE2050	Strategic Sourcing Sourcing	Online Exam	0:20
NE1050	Winning Negotiations Negotiation	Online Exam	0:20
NE1060 NE1030 NE1080	Advanced Techniques Game Theory Using NLP to influence stakeholders Biases in Negotiations	Online Exam	0:15 0:15 0:15
CO1050	Legal Issues in Procurement Legal	Online Exam	0:30
CO1051	Legal Terms and Templates Legal Terms	Online Exam	0:20

APPENDIX 2

CERTIFIED INTERNATIONAL ADVANCED PROCUREMENT PROFESSIONAL (CIAPP)

For Skilled Managers, Directors & Other Senior Level Executive in Procurement

The CIAPP program is designed for more seasoned procurement professionals who want to improve on their tactical skills and seek to evolve to a more strategic position within a procurement department. Usually, this is suitable for Managers, Directors & Senior Level Executives in procurement, or those who have 5 or more years experience. There is a vetting process for CIAPP application to determine the suitability of each individual to the program.

COMPETENCE: SOURCING			
CODE	COURSE TITLE	TYPE	H:MIN
	Stakeholder View and Influencing Specifications	High Impact eLearning	1:00
TE2020 TE2021 TE2022 TE2023 TE2024 TE2025 TE2026 TE2027 TE2028 TE2000	Strategic Sourcing The role of procurement professionals The Procurement Processes Needs Assessment Market Analysis Portfolio Analysis Supplier Relationship Analysis Risk Management Supplier Selection Contracting Sourcing Refresher Courses	High Impact eLearning	6:00
TE2041 TE2042	eSourcing eSourcing part 1 eSourcing part 2	High Impact eLearning	1:20
TE9001	Strategic Sourcing Simulations	Simulations	1:20
TE9003	eSourcing Simulations	Simulations	0:40
TE7001	Strategic Sourcing: a bridge too far?	Article	1:00
TE7002	Beyond the Strategic in Strategic Sourcing	Article	1:00
	Review an RFP	Application Based Assignment	8:00

COMPETENCE: NEGOTIATION			
CODE	COURSE TITLE	TYPE	H:MIN
NE1001 NE1002 NE1003 NE1004 NE1005 NE1006 NE1000	Winning Negotiations Win Win Lose Negotiation Negotiation Preparation How to open a Negotiation How to bargain Closing a Negotiation Negotiation Tips Winning Negotiations Refresher Courses	High Impact eLearning	3:00

COMPETENCE: NEGOTIATION (cont.)

CODE	COURSE TITLE	TYPE	H:MIN
NE1021 NE1022 NE1023 NE1024 NE2000N NE2000B	Advanced Negotiation Techniques Using NLP to influence stakeholders part 1 Using NLP to influence stakeholders part 2 Biases in Negotiations part 1 Biases in Negotiations part 2 NLP in Negotiations Refresher Courses Cognitive Bias in Negotiations Refresher Courses	High Impact eLearning	5:10
NE9001	Winning Negotiations Simulations	Simulations	0:20
NE9003	Advanced Negotiation Techniques	Simulations	1:00
NE7002	Guard against Ethical Lapses	Article	1:00

COMPETENCE: LEGAL

CODE	COURSE TITLE	TYPE	H:MIN
CO1001 CO1002 CO1003 CO1004 CO1005 CO1000	Legal Issues in Procurement Basic Principles of a contract Important Clauses Limit Company Exposure Termination of a contract Statutory Rights of a Buyer Resolving Disputes Legal Refresher Courses	High Impact eLearning	3:45
CO1014 CO1015	Legal Terms and Templates Contract Terms Contract Templates NDA Letter of Intent	High Impact eLearning	1:40
CO1013	Incoterms Incoterms 2010	High Impact eLearning	0:30
CO9001	Legal Issues in Procurement Simulations	Simulations	0:40
CO7001	Contract Law	Article	1:00
	Review a contract for Risk	Application Based Assignment	8:00

COMPETENCE: FINANCE

CODE	COURSE TITLE	TYPE	H:MIN
F11001 F11002 F11003	Finance Essentials Reading the Balance Sheet Understanding Profit and Loss Account Importance of Cash Flow	High Impact eLearning	2:00
F11001 F11002 F11003 F11004 F11005 F11000	Finance Reading the Balance Sheet Understanding Profit and Loss Account Importance of Cash Flow Financial Ratios Quiz on Return on Total Assets (ROTA) Finance Refresher Courses	High Impact eLearning	4:15

COMPETENCE: FINANCE (cont.)			
CODE	COURSE TITLE	TYPE	H:MIN
FI9001	Finance Simulations	Simulations	1:10
	Financial Analysis of Suppliers	Articles	1:00

COMPETENCE: COST MANAGEMENT			
CODE	COURSE TITLE	TYPE	H:MIN
CM1001 CM1002 CM1003 CM1004 CM1005 CM1000	Cost Management Introduction to Strategic Cost Management for Buyers Cost Calculation Cost Estimation or Should Cost Total cost of ownership TCO Value Analysis or Value Engineering Cost Management Refreshers Courses	High Impact eLearning	3:40
CM9001	Cost Management Simulations	Simulations	1:10
CM8001	Create a Total Cost of Ownership (TCO) Model	Application Based Assignment	8:00

COMPETENCE: OPERATIONAL PROCUREMENT			
CODE	COURSE TITLE	TYPE	H:MIN
OP1005	eProcurement	High Impact eLearning	0:50

COMPETENCE: CONTRACT MANAGEMENT			
CODE	COURSE TITLE	TYPE	H:MIN
SR1001 SR1002 SR1003 SR1004 SR1005 SR1000	Contract or Supplier Performance Management Introduction to Contract Management Corporate Governance of Contract Management part 1 Corporate Governance of Contract Management part 2 Contract Management in practice Supplier Development Contract Management Refresher Courses	High Impact eLearning	3:40
SR9001	Contract or Supplier Performance Management Simulations	Simulations	1:00

COMPETENCE: CATEGORY MANAGEMENT			
CODE	COURSE TITLE	TYPE	H:MIN
CA1001 CA1002 CA1003 CA1004 CA1005 CA1006 CA1007 CA1000S	Category Management Spend Analysis Introduction to Category Management The Initiation Phase Category Analysis Category Strategy Development Category Strategy Implementation Continuous Improvement Spend Analysis Refresher Courses	High Impact eLearning	7:05
CA9001 CA9008 CA9017	Category Management Part I Simulations Category Management Part II Simulations Category Management Part III Simulations	Simulations	3:00
	Create a Category Strategy	Application Based Assignment	12:00

COMPETENCE: STRATEGY			
CODE	COURSE TITLE	TYPE	H:MIN
MS1024	Corporate Fraud Prevention	High Impact eLearning	0:40
MS1020 MS1021 MS1000	SRM or Supplier Relationship Management Supplier Relationship Management SRM part 1 Supplier Relationship Management SRM part 2 SRM Refresher Courses	High Impact eLearning	1:45
MS1026 MS1027	Value Management Value Management part 1 Value Management part 2	High Impact eLearning	1:15
MS9001	SRM or Supplier Relationship Management Simulations	Simulations	0:50
	Value Management Simulations	Simulations	0:20
	Coaching GROW Model	Article	1:00

COMPETENCE: PROJECT MANAGEMENT			
CODE	COURSE TITLE	TYPE	H:MIN
PM1001 PM1002 PM1003	Project Management Introduction to Project Management Developing a business case Project time planning	High Impact eLearning	3:50
	Project Management Simulations	Simulations	1:20

CIAPP FINAL EXAMS			
CODE	COURSE TITLE	TYPE	H:MIN
TE2050	Strategic Sourcing Sourcing	Online Exam	0:20
NE1050	Winning Negotiations Negotiation	Online Exam	0:20
NE1060 NE1030 NE1080	Advanced Techniques Game Theory Using NLP to influence stakeholders Biases in Negotiations	Online Exam	0:15 0:15 0:15
CO1050	Legal Issues in Procurement Legal	Online Exam	0:30
CO1051	Legal Terms and Templates Legal Terms	Online Exam	0:20
FI1050	Finance Finance for Non-Finance	Online Exam	0:20
CA1050S CA1050C CA1050P	Category Management Spend Analysis Introduction to Category Management Category Management Processes	Online Exam	0:10 0:10 0:20
MS1050	SRM or Supplier Relationship Management Supplier Relationship Management SRM	Online Exam	0:15