

# Certified International Procurement Manager (CIPM)

19th – 21st September 2022

Sofitel Damansara, Kuala Lumpur, Malaysia

## 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 Institute of Supply Management (ISM) 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:



For more details, contact [hello@fdb.sg](mailto:hello@fdb.sg)

Tuition of fee covers 3 days of training, Electronic Study Guide, Testing (Online 80 question multiple choice certification exam), Certification certificate, and express mail shipment of certification. Additional certification as Certified International Sourcing Manager (CISM) is available to successful applicants for an additional US\$200 fee