

# Certified International Procurement Manager (CIPM)

15th - 17th May 2023

11th - 13th July 2023

Sofitel Damansara, Kuala Lumpur, Malaysia

## BENEFITS OF ATTENDING

- **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** (e.g., etc.) 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

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.

## 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)

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