

# aractech

Global Learning for Operational Leaders



PROCUREMENT AND SUPPLY CHAIN MANAGEMENT | PSCM-003

## Preparation for Certified Professional Purchasing Manager (CPPM)

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# Course content

## Why Attend

The Certified Professional Purchasing Manager (CPPM) credential is designed for procurement professionals who want to demonstrate advanced expertise in purchasing, sourcing, supplier management, and strategic procurement leadership. This preparation course equips participants with the knowledge, tools, and exam-focused strategies required to successfully pass the CPPM certification. It also strengthens real-world procurement capabilities, enabling professionals to optimize costs, manage supplier relationships, and drive value across the supply chain.

## Course Methodology

• This course combines certification-focused learning with practical procurement applications. Participants will engage in structured lessons aligned with CPPM exam domains, case study analysis, and mock exam questions. Interactive workshops will focus on sourcing strategy, contract management, supplier evaluation, and procurement analytics. Practical exercises will simulate real procurement decision-making scenarios to reinforce both exam readiness and workplace application.

## Course Objectives

- Understand CPPM certification structure and exam requirements
- Apply advanced procurement and purchasing principles
- Develop strategic sourcing and supplier management strategies
- Conduct cost analysis and total cost of ownership evaluations
- Manage procurement contracts and negotiations effectively
- Improve procurement planning and operational efficiency

## Target Audience

- Procurement and Purchasing Managers
- Supply Chain and Procurement Officers
- Contract and Commercial Professionals
- Project and Operations Managers involved in sourcing

# Course outline

## Detailed course outline

Day-by-day outline for Preparation for Certified Professional Purchasing Manager (CPPM).

### Day 1 - Introduction to CPPM and Procurement Fundamentals

- Overview of CPPM certification and exam structure
- Role of procurement in modern organizations
- Procurement lifecycle and key functions
- Strategic vs tactical purchasing
- Core procurement principles and ethics

### Day 2 - Strategic Sourcing and Supplier Management

- Strategic sourcing process and methodologies
- Supplier identification and qualification
- Supplier evaluation and segmentation
- Building supplier relationships (SRM)
- Market analysis and sourcing strategies

### Day 3 - Procurement Planning and Cost Management

- Procurement planning and demand forecasting
- Cost analysis and cost reduction techniques
- Total Cost of Ownership (TCO)
- Budgeting and financial considerations
- Value engineering in procurement

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### Day 4 - Contracting, Negotiation, and Risk Management

- Procurement contract types and structures
- Negotiation strategies and techniques
- Managing supplier contracts and performance
- Procurement risk identification and mitigation
- Compliance and governance frameworks

### Day 5 - Exam Preparation and Practical Case Studies

- CPPM exam question practice and review
- Procurement case study simulations
- Decision-making under real procurement scenarios
- Common exam mistakes and preparation tips
- Final review and certification readiness

# Seminar dates

## Available seminar dates

Live dates and pricing for Preparation for Certified Professional Purchasing Manager (CPPM) generated from the course details page.

Date	Location	Format	Fee
18 - 22 May 2026	Amsterdam	Classroom	€2,940
1 - 5 June 2026	London	Classroom	€2,975
8 - 12 June 2026	Barcelona	Classroom	€2,695
6 - 10 July 2026	Istanbul	Classroom	€1,995
10 - 14 August 2026	Amsterdam	Classroom	€2,940
14 - 18 September 2026	Paris	Classroom	€2,695
5 - 9 October 2026	Barcelona	Classroom	€3,080

**Live online option**

Online delivery is available at €1,250.