

# CSPP

## Certified Strategic Procurement Professional

*A Contemporary Certification preparing Sourcing Professionals for the Next Normal*



# ISCM

Institute of Supply Chain Management



## Introduction

The recent disruptions in the supply of raw material has led to a radical rethink on the sourcing policies in organizations. Today, the geo-political, macro-economic and logistics developments are leading to a rationalization of supplier base. Because of this, sourcing is more strategic than before, and the need to create competencies and capabilities of the sourcing professionals to make this function live up to the demands of the business and the expectations of stakeholders has assumed greater importance. ISCM has developed a comprehensive certification credential – The Certified Strategic Procurement Professional (CSPP) to develop multi-disciplinary capability including Strategy, Forecasting, Analytics, Category Management, Risk Management, Supplier Segmentation and Relationship Management. CSPP, with its roots in a developing market ecosystem

## Objectives

*CSPP is designed to develop capability, knowledge and leadership skills to solve complex challenges in sourcing in a cross-functional framework. The program will help drive effective and efficient procurement and supply strategies to enhance long-term success.*

- Develop your judgement in evaluating the merit of sourcing from suppliers at a strategic level
- Examine the favorable impact that strategic sourcing and early supplier involvement can have on the organization
- Demonstrate how cross-functional category teams can be used to develop sourcing specifications
- Develop Pricing strategies
- Develop insights on spend and sourcing using analytics
- Evaluate the results of your strategic sourcing and procurement decisions.



### Target Attendees

The program is best suited to Mid to Senior level Procurement professionals.



### Eligibility Criteria

Three to five years of Procurement /Supply Chain Functional experience in small, medium and large organizations

## Our Differentiators



The only course that introduces you to the next normal in Sourcing.



Integrates Multiple Sourcing disciplines and approaches



Taught by leading academicians and industry experts



Immersive learning integrating case studies and assignments



### Program Duration

CSPP will be delivered as a series of ten sessions of two and half hours each. The classes will be organized on Saturdays, between 02:30 PM to 05:00 PM India Standard Time.



### Pedagogy

The course will follow active learning concept – illustrating the theoretical frameworks using case studies and thought provoking discussions. The pedagogy includes Interactive sessions, case study, and group discussion, Scenario Building, and peer to peer discussions.

## Fees and Registration



The fee for the program is **INR 50,000/-** Plus 18% GST for Indian participants



The fee for the program is **USD 800/-** for overseas participants.



### Certification Requirements

To obtain the CSPP certification you should attend all classroom sessions, submit all assignments on time, and pass an examination at the end of the program.



## Course Out line

### Basic

- Introduction to Procurement
- Procurement Organization
- Role of Procurement
- Inventory Management
- Managing Stakeholders in Procurement

### Operational

- Procure to pay Process
- Category management
- Logistics challenges in sourcing
- Total cost of ownership, Pricing and Cost management

### Tactical

- Demand Planning, Forecasting and S&OP
- Supplier assessment, selection, and Performance management
- Sourcing analytics and spend analytics
- Sourcing risk – Supply risk and supplier risk

### Strategic

- Managing Geo-Political and Geographical challenges in global sourcing
- Supply Network Design
- The Supply Chain View of Procurement
- Digital trends in Sourcing - Sourcing 4.0
- Building a Resilient and Responsible Procurement Organization

"A contemporary curriculum that takes you from the basic to strategic plane in a structured framework"

## ISCM Core Faculty



**Dr. Rakesh Singh**  
Chairman at Institute of Supply Chain Management (ISCM)



**Girish VS**  
Director - Education at Institute of Supply Chain Management (ISCM)

## Industry Experts \*



**Dr. Radha Mohan Gupta**  
Supply Chain Expert



**Ashish Tripathi**  
General Manager Strategic Sourcing, Logistics & Agency at Torm Shipping

\*Based on Availability



### About ISCM

To meet the emerging skill demands of the supply chain and logistics sectors, ISCM offers a series of high impact training programs - from two day workshops to year-long interventions. ISCM constantly engages with the industry and academia to understand the emerging skill requirements and tailor our courses to suit these requirements. Several leading organizations have experienced the potential of our training. ISCM courses are designed to make an immediate impact thanks to a highly interactive pedagogy.

Whatever your need – develop new skills in your team, upgrade the team to best in class knowledgebase or prepare them for a larger role in the firm, ISCM has the right program and the best faculty.

ISCM is a trusted partner with longstanding reputation, and you can be safe in the knowledge that the training received is continuously updated. We invite you to test the uniqueness of our programs and look forward to counting you among our trusted partners