KOENIG SOLUTIONS · COURSE OUTLINE

CPP: Supplier Negotiation & Contract Management

Learn to plan procurement strategy, negotiate with suppliers and manage contracts, cost, risk and ethics across the supply chain.

24 Hours	10	39
DURATION	MODULES	TOPICS

COURSE OVERVIEW

The Certified Purchasing Professional (CPP) program is designed to equip procurement and supply chain professionals with the essential skills and knowledge required for effective purchasing, negotiation, supplier management, and procurement strategy. This course provides a comprehensive understanding of purchasing best practices, cost management, contract administration, and ethical considerations in procurement. Participants will gain practical insights through case studies, discussions, and real-world examples.

WHO THIS COURSE IS FOR

- **Procurement Professionals**
- **Purchasing Managers**
- **Supply Chain Managers**
- **Contract Administrators**
- **Category Managers**
- **Sourcing Specialists**

LEARNING OBJECTIVES

- Explain the role of purchasing within supply chain management
- Develop procurement strategy, spend analysis and category plans
- Evaluate suppliers and manage qualification and onboarding
- Apply negotiation techniques to resolve supplier conflicts
- Interpret key contract terms, clauses and risk provisions
- Assess total cost of ownership and cost-reduction strategies
- Identify ethical, sustainable and compliance requirements in procurement
- Plan continuous improvement using KPIs and benchmarking

TRAINING APPROACH

The course emphasizes active learning through discussions, case studies, interactive exercises, and feedback sessions to ensure engagement and practical application of concepts.

COURSE SYLLABUS

10 Modules, 39 Topics

01

Introduction to Purchasing & Procurement

TOPICS

Understanding Procurement & Purchasing · Objectives and Importance of Purchasing · Procurement vs. Purchasing – Key Differences · Role of Purchasing in Supply Chain Management

02

Procurement Planning & Strategy

TOPICS

- Procurement Strategy & Its Impact on Business Success
- Spend Analysis & Cost Optimization
- Supplier Market Research & Category Management
- Procurement Policy Development

03

Supplier Selection & Relationship Management

TOPICS

Identifying and Evaluating Suppliers · Supplier Qualification & Onboarding · Building Long-Term Supplier Relationships · Supplier Performance Measurement & KPIs

04

Negotiation Skills for Procurement Professionals

TOPICS

- Fundamentals of Effective Negotiation
- Negotiation Planning & Strategy Development
- Handling Difficult Suppliers & Conflict Resolution
- Case Studies on Procurement Negotiation

05

Purchasing Contracts & Legal Aspects

TOPICS

Understanding Procurement Contracts · Key Contract Terms & Clauses · Risk Management in Procurement Contracts · Legal & Ethical Considerations in Procurement

06

Cost & Value Management in Purchasing

TOPICS

Understanding Total Cost of Ownership (TCO) · Cost Reduction Strategies in Procurement · Value Engineering in Purchasing Decisions · Cost-Benefit Analysis in Procurement

07

Ethical & Sustainable Procurement Practices

TOPICS

- Ethical Procurement & Corporate Social Responsibility (CSR)
- Sustainable Sourcing & Green Procurement
- Compliance with Global Procurement Standards
- Anti-Corruption & Fraud Prevention in Purchasing

08

Inventory & Supply Chain Risk Management

TOPICS

Inventory Control & Demand Forecasting · Mitigating Supply Chain Disruptions · Supplier Risk Assessment & Management · Lean & Agile Procurement Techniques

09

Technology & Digital Transformation in Procurement

TOPICS

E-Procurement & Digital Tools · Future Trends in Procurement Technology · Blockchain & Smart Contracts in Procurement

10

Performance Measurement & Continuous Improvement

TOPICS

- Key Performance Indicators (KPIs) in Purchasing
- Procurement Process Improvement Techniques
- Benchmarking & Best Practices in Procurement
- Implementing a Continuous Improvement Plan

WHAT IS INCLUDED

Everything You Need to Succeed

- Koenig course material for every module
- Delivery by certified instructors and subject matter experts
- Hands-on exercises throughout the course
- Course completion certificate from Koenig

ABOUT KOENIG

Who We Are

Established in 1993, Koenig Solutions is a globally recognised training provider with 35+ technology partnerships, 5,000+ training programmes and a network of certified instructors and subject matter experts, supporting individuals and enterprise teams worldwide.

FLEXIBLE DELIVERY

Learn the Way That Suits You

Classroom Training | Live Online Classes (ILO) | Fly-Me-A-Trainer (FMAT) | Flexi (Self-Paced) | 1-on-1 Training

Ready to Get Started?

Talk to a learning advisor about schedules, group training and customised delivery.

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