

CHARTERED
INSTITUTE OF PROFESSIONAL CERTIFICATIONS

CERTIFIED INTERNATIONAL PROCUREMENT AND STRATEGIC SOURCING MANAGER™

CIP™

Fully Accredited
By:

Chartered Institute of
Professional Certifications

CPD
Certification Service



PROGRAM OVERVIEW



Organizations with internationally diversified supplier networks are **40% less likely to suffer major supply chain disruptions**, while also achieving up to **15–20% lower procurement costs through competitive global sourcing**. By spreading exposure across multiple regions, companies reduce vulnerability to geopolitical shocks, trade restrictions, currency volatility, and natural disasters.

This certified program is designed to advance your career, attain the **Certified International Procurement and Strategic Sourcing Manager (CIP™)** designation and to operate confidently as the trusted advisor in global sourcing, risk, and supply chain strategy. Participants will develop technical expertise in **supplier due diligence, country and counterparty risk assessment, category strategy design, procurement contract structuring, and total cost of ownership modelling**, with specific focus on cross-border and international trade environments.

Additionally, you will gain practical tools to manage **multi-currency sourcing, trade finance considerations, import/export controls, ESG and local-content requirements, and supplier performance management** in emerging and frontier markets. Participants will also gain knowledge in **global market intelligence, resilient supply network design, and sustainable procurement frameworks**, equipping you to align sourcing strategies with corporate objectives while delivering measurable cost savings, operational resilience, and long-term value.

ACCREDITATIONS



4.8



4.6



PROGRAM OVERVIEW



Upon successfully completing the program, you will earn the Certified International Procurement and Strategic Sourcing Manager (CIP™) designation, positioning you for accelerated career progression into senior procurement, sourcing, and supply chain leadership roles. This globally recognized, lifelong credential will also signal your ability to lead complex **cross-border sourcing strategies**, **manage global supplier portfolios**, and **deliver measurable commercial value**. It will strengthen your professional credibility, distinguishing you as a trusted leader capable of driving resilience, cost optimization, and strategic advantage across global supply networks.

ACCREDITATIONS



4.8



4.6



KEY SKILLS YOU WILL GAIN

From This Program



YOUR FACULTY DIRECTOR



André Brockmöller

Distinguished Global Procurement Transformation Leader

André Brockmoeller is a senior procurement and transformation executive with a proven track record of driving enterprise value across private equity-owned, publicly listed, and family-owned organizations. He is widely recognized for **elevating procurement into a strategic business function that delivers measurable impact in cost optimization, supply chain resilience, ESG performance, and working capital improvement**.

A trusted advisor to boards and C-suite leaders, André is known for leading complex, high-stakes transformations with strategic clarity, hands-on execution, and disciplined people leadership. Over the past decade, he has led **multiple large-scale global procurement transformations, including operating-model redesigns for private equity-owned organizations with spend exceeding €380M**, delivering sustained savings, improved supply resilience, and rapid ESG uplift, including significant overall rating improvements.

His experience spans automotive, manufacturing, electronics, and high-tech sectors, where he has **managed direct-material portfolios above €500M, built centralized global CAPEX procurement structures, and consistently delivered year-on-year value**. André combines classical strategic sourcing, advanced negotiation, SRM, and TCO optimization with innovation sourcing, digitalization, and sustainability execution, translating procurement strategy into measurable enterprise outcomes.

OUR PARTICIPANTS

Over 70% of FORTUNE 500
Companies Have
Attended Our
Accredited
Programs
Before

Goldman
Sachs

SAMSUNG

ExxonMobil

BURBERRY

CITI

IKEA

VOLVO

HYUNDAI

Pfizer

Life is our life's work

Nestle



PROGRAM AGENDA

MODULE 1 - INTRODUCTION TO GLOBAL PROCUREMENT AND STRATEGIC Sourcing

- Definition and Role of Modern Procurement
- How Procurement Creates Value Beyond Savings
- Evolution Toward Center-led and Strategic Models
- Case Scenario: Decentralized vs. Centralized Procurement – Class Discussion

MODULE 2 - INTERNATIONAL PROCUREMENT FRAMEWORKS AND GOVERNANCE

- Operating Models: Plant-based, Global Commodity, Center-led
- Compliance, Policies, Roles & Responsibilities
- Delegation of Authority, Risk Governance
- Interactive Exercise: Mapping Your Current Governance Maturity

MODULE 3 - SUPPLIER MARKET INTELLIGENCE & GLOBAL SOURCING ANALYSIS

- How to Structure Market Intelligence
- Tools for Global Sourcing: Cost Drivers, Supply Base Mapping, LCC Analysis
- Group Exercise: Conduct a Mini-sourcing Market Scan

MODULE 4 - STRATEGIC SOURCING MODELS AND METHODOLOGIES

- 5 + 1 Step Sourcing Process
- Category Strategy Development and its Elements
- Demand Consolidation and Supply Chain Resilience

MODULE 5 - INTERNATIONAL SUPPLIER RELATIONSHIP MANAGEMENT (SRM)

- SRM Frameworks, Segmentation, Governance
- Supplier-driven Innovation and Joint Development
- Performance Management and Escalation
- Group Exercise: Segment Your Suppliers and Define SRM Actions

MODULE 6 - GLOBAL CONTRACTING AND LEGAL CONSIDERATIONS

- Contract Types, Terms, and Risk Clauses
- International Contracting Pitfalls
- Interactive Element: Red-flag Spotting Exercise in Contract Clauses

MODULE 7 - ADVANCED NEGOTIATION TECHNIQUES FOR GLOBAL PROCUREMENT

- Strategic vs. Tactical Negotiations



PROGRAM AGENDA

- Negotiating in Crisis (Allocation, Shortages, Inflation)
- Multi-round and Cross-cultural Negotiations

MODULE 8 - COST MANAGEMENT & TOTAL COST OF OWNERSHIP

- TCO Models and Hidden Cost Drivers
- Volume/Price Elasticity, Indexation, Hedging Basics
- Financial Impact of Contract Terms
- Group Experience: Build a TCO Model for a Case Category

MODULE 9 - RISK IDENTIFICATION & MITIGATION IN GLOBAL PROCUREMENT

- Supplier Risk, Geopolitical Risk, Supply Continuity
- Supply Chain Resilience: Dual Sourcing, Buffers, Capacity Planning
- Case Scenario: Managing Global Shortages

MODULE 10 - PROCUREMENT TECHNOLOGY & DIGITAL TRANSFORMATION

- How to Digitize Procurement Processes (Digital Tools: eProcurement, SRM, Analytics, Automation)
- Using Data for Decision Making

- Interactive Element: Build a "Digital Procurement Roadmap"

MODULE 11 - SUSTAINABLE PROCUREMENT & ESG INTEGRATION

- Circularity Concepts and Scope 3 Considerations
- Sustainable Sourcing Decisions (ESG Standards, Supplier Audits, EcoVadis)

MODULE 12 - ENABLING HIGH-PERFORMING PROCUREMENT TEAMS AND ORGANIZATIONS

- How to Coach Procurement Teams Effectively
- How to Act as a Resource and Remove Barriers
- Setting and Following Strategy
- Leading by Example

EXAMINATION

YOUR CHARTER DESIGNATION



By the vested power in the Board of Governors of Chartered Institute of Professional Certifications, the Advisory Board, Faculty and Curriculum Committee, do hereby certify

Juliana Silva

Has Been Conferred the Designation of

**Certified International Procurement and Strategic
Sourcing Manager™**
CIP™

Has satisfied all the examination and experience requirements, and is duly admitted and licensed to use this charter, board certificate, and membership credentials

And has committed to abide by the membership declaration of ethics, rules of professional conduct and continuing education requirements as a member of Chartered Institute of Professional Certifications

Chair of the Board



Director

Chartered Institute of Professional Certifications' programs are unique as they provide you with professional charter designations and marks that can be used across your lifetime once you have completed our programs.

Upon successfully attending this program, you will be awarded with the **Certified International Procurement and Strategic Sourcing Manager (CIP™)** designation that can be used in your resume, CV and other professional credentials. This certification is industry-recognized with lifelong validity.

Globally respected and increasingly in demand, the certification validates your expertise in managing international procurement, strategic sourcing, supplier relationships, cost optimization, and risk mitigation across complex global supply markets. It affirms your ability to design and execute robust procurement frameworks, lead high-impact sourcing initiatives, and deliver sustainable commercial value. This program is developed by **Chartered Institute of Professional Certifications** and the content of this program has been certified by **CPD Certification** Service as adhering to highest standards of continuing professional principles.

ABOUT US

49,525

Business Leaders Have
Attained Their Chartered
Certifications Since 2009

390

Certified and Fully
Accredited Programs

87%

Chartered Leaders Have
Reported Career Promotions
and Enhancements

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All of Chartered Institute of Professional Certifications programs are fully accredited programs. The professional charters and designations are trademarked credentials that can only be used by professionals who have completed and passed our accredited program. It is also independently accredited by CPD as adhering to the highest standards of continuing professional principles.

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OUR FACULTY DIRECTORS

We Collaborate With
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POLITICAL SCIENCE



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Business
School**

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CONTACT US TODAY

We Thank You for Your Ongoing Support
of Our Programs

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