



**SELF-PACED AND
INSTRUCTOR-LED
TRAINING PROGRAMS FOR THE
CPCM PROFESSIONAL DESIGNATION**

COURSE BROCHURE
Program Features and Administration

CPCM

CERTIFICATE IN PROCUREMENT & CONTRACT MANAGEMENT

www.bras.org

CPCM **LEARNING** Objectives

Upon completion of CPCM training, the learner will be able to:

- Understand the steps involved in the purchasing process.
- Identify strategies in supply management and commodities procurement.
- Understand the typical purchasing organization.
- Describe supplier evaluation.
- Understand the considerations in supplier selection.
- Define supplier quality performance.
- Understand the basics of supplier development.
- Describe the basics of vendor relationship management.
- Identify the steps involved in strategic cost management.
- Define global sourcing.
- Understand the process of negotiating.
- Identify the key considerations in conflict management.
- Understand the role of information technology in purchasing.
- Define the process of services purchasing.
- Describes the basics of capital item purchasing.
- Understand the impact of purchasing on Income Statement and Balance Sheet.
- Identify the application of Lean principles in purchasing.
- Describe continuous improvement in purchasing.

CPCM'S **CERTIFICATE PROGRAM'S** **Purpose and Scope**



Purpose: The purpose of the CPCM course is to prepare candidates for leading roles in the procurement and sourcing functions within supply chain management. The CPCM course contains the core principles and practices in procurement, inventory management, contract management, and vendor partnership. Topic include the steps involved in the purchasing process, supply management integration, supplier evaluation, supplier performance, cost management, global sourcing, negotiation and conflict management, business ethics, services purchasing, capital purchasing, spend analysis, critical materials management, continuous improvement, and other aspects of the procurement process

INFERENCE ABOUT CPCM CERTIFICATE HOLDERS

A CPCM certificate holder has a basic understanding of the key processes in purchasing, inventory fundamentals, contract management and vendor partnership.

CPCM Self-paced & Instructor-led Courses

■ CPCM CURRICULUM:

Similar to the other courses offered by BRASI, CPCM course has been developed using the ADDIE methodology of curriculum development, following the guidelines contained in the ASTM Standard E-2659. BRASI's Program Advisory Council (BRASIPAC) is responsible for the development, surveillance and continuous improvement of BRASI's training programs. The CPCM course contains the core principles and practice in procurement, inventory management, contract management and vendor partnership. Topic covered are: steps involved in the purchasing process, supply management integration, supplier evaluation, supplier performance, cost management, global sourcing, negotiation and conflict management, business ethics, services purchasing, capital purchasing, spend analysis, critical materials management, continuous improvement and other relevant aspects of the purchasing process.

■ **Who will benefit:** People who wish to acquire a functional knowledge of the purchasing function, core principles and strategies will find the CPCM course quite helpful.

■ MODE OF TRAINING:

Both Self-paced and Instructor-led modes are available. The training includes 24x7 access to the BRASI Learning Management System through user login.

■ PROCESS:

First, students create their user profile on the BRASI web site. There is not cost involved and no payment information is needed to create user profile. On the landing page, they can find more details about the training courses, the procedures and requirement, helping them understand the features of the various courses offered, and the options. When ready, students select the course(s) they want to take, and proceed to check out. Acceptable modes of payment include major credit cards and PayPal. The course is designed to be completed within three months. However, extension is allowed upon request. Upon completing the course review, students can take the final test. Time allowed for the test is 90 minutes, and the passing score is 70%.

■ CERTIFICATE VALIDITY:

Each certificate carries a unique ID code, and is valid for life.

LEARNING RESOURCES include online interactive training modules, downloadable, print-ready handbooks, examples and exercise files. There is a quiz for each module and final at the end of the course. Certificate is added to the learners account upon passing the final test. Each certificate carries a unique identification and is valid for life.

Certificate for all BRASI courses are issued by BRASI USA. Training modes include instructor-led online, instructor-led onsite and self-paced, offering flexibility and convenience to the learners.

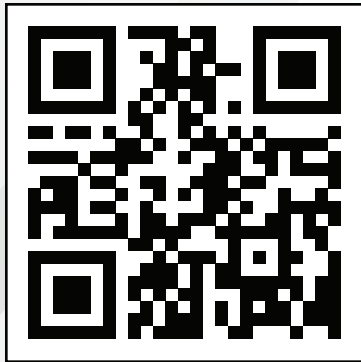
COURSE FEE, CANCELLATION AND REFUND: Course fees are posted on the BRASI website and are subject to change without notice. A full refund is allowed before the start of the course, and a 50% refund is allowed if the first module has been reviewed. There is no refund after starting the second module. Refund is processed within one week from cancellation.



Our certificates carry the BRASI-PAC seal, demonstrating the quality, value and effectiveness of our training programs.

Registration for BRASI courses can be done directly at the BRASI website or through BRASI's Affiliated Organizations, featured on the BRASI website. In either case, training is conducted utilizing BRASI online learning management system, and the certificate is issued by BRASI.

For further information, please visit the Contact Us page on the BRASI web site www.bراسي.com



Business Research and Service Institute

CONTACT US:

☎ Toll-free USA & Canada 1-800-636-8133

✉ info@brasi.org

🏠 Business Research and Service Institute, LLC
PO Box 3935, Washington, DC 20027, USA

🌐 www.bراسي.org

