BRASI
SINCE 1981

CPCM

CERTIFIED PROCUREMENT AND CONTRACTS MANAGER

TRAINING COURSE

Program Features and Administration

BUSINESS RESEARCH AND SERVICE INSTITUTE LLC

www.brasi.org

CPCM

CPCM LEARNING OBJECTIVES

CERTIFICATION PROGRAM'S

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

- Define supplier development and explain its role in achieving competitive advantage.
- Apply vendor relationship management practices to strengthen partnerships.
- Design and implement Supplier Relationship Management (SRM) strategies for value creation.
- Identify and measure vendor KPIs to ensure compliance and performance.
- Track and evaluate carrier KPIs to optimize logistics operations.
- Assess global sourcing strategies and their impact on cost, quality, and risk.
- Develop systems for securing critical materials to maintain business continuity.
- Differentiate between goods and services procurement, including outsourcing services.
- Evaluate capital purchases and apply financial thresholds for asset classification.
- Calculate and manage procurement lead times to improve operational efficiency.
- Explain the fundamentals of computer-based MRP and its role in planning.
- Draft and interpret purchase Contracts, including key clauses and exit options.
- Compare types of Contract agreements, such as MSA, SLA, and BPA.
- Apply negotiation and conflict management strategies across business scenarios.
- Integrate IT systems into procurement for improved agility and decision-making.
- Utilize procurement tools and techniques to streamline processes and ensure compliance.
- Apply principles of strategic cost management to create competitive advantage.
- Conduct spend analysis to identify inefficiencies, reduce costs, and mitigate risk.
- Compare alternative payment methods (APMs) and their use in global trade.
- Apply ethical practices, Lean supply principles, and performance management tools in procurement and Contracting.

Purpose and Scope



The Certified Procurement & Contracts Manager (CPCM) program is designed to build advanced competencies in procurement, Contracts management, and supply chain integration. Its purpose is to equip professionals with the knowledge, tools, and best practices needed to deliver value, ensure compliance, and strengthen organizational resilience in global markets.

The program's scope covers supplier development, vendor and Contracts management, services and capital procurement, IT and analytics integration, strategic cost management, negotiation, ethics, and performance improvement. Participants gain a structured framework to manage sourcing, Contracts, and supplier relationships, while aligning procurement strategies with organizational objectives.

INFERENCE ABOUT CPCM CERTIFICATE HOLDERS

A CPCM-certified professional possesses the strategic and technical skills to manage global procurement, negotiate Contracts, analyze spend, and deliver sustainable value through supplier collaboration and performance management.

CPCM **Self-paced & Instructor-led** Courses

CPCM CURRICULUM:

The CPCM program equips professionals with advanced knowledge and tools to excel in procurement, Contracts, and supply chain management.

- Module 1: Supplier Development, Vendor & SRM, Performance KPIs, Global Sourcing, Critical Materials Management.
- Module 2: Services Procurement, Capital Purchases, Lead Time Analysis, MRP Fundamentals, Contracts Structures, Negotiation & Conflict Management.
- Module 3: Supply Chain & IT Integration, Procurement Tools & Techniques, Strategic Cost Management, Spend Analysis, Alternative Payment Methods.
- Module 4: Financial Impacts (Income Statement & Balance Sheet), Purchasing Ethics, Continuous Improvement, Lean Supply, Value Stream Mapping, Performance Management, and Contracts & Agreements.

By combining strategy, compliance, technology, and negotiation skills, CPCM prepares participants to drive value, mitigate risks, and strengthen organizational capabilities in today's dynamic global marketplace.

Who will benefit:

This course benefits individuals who wish to gain functional knowledge of the procurement process, its core principles, and strategies for improved performance. It is suitable for professionals seeking career growth, as well as organizations looking to enhance their procurement and Contracts management capabilities.

MODE OF TRAINING:

1. Access to Online Learning Resources – Video lessons, downloadable handbooks, exercises, templates, quizzes, and related materials.
2. Instructor-Led Training (Optional) – Learners may join scheduled cohorts announced on BRASI's website.
3. Final Test (Optional) – A proctored online test comprising multiple-choice questions from the course curriculum. Learners can book a test date listed on BRASI's website.

Each component is priced individually, allowing learners flexibility in their learning path. Learners may choose self-study, join instructor-led sessions, or pursue certification. A free retake is available if the first attempt at the final test is unsuccessful. Learners opting for course review without certification may request a letter of completion.

COURSE DURATION:

Learners receive three months of online course access, with extensions available upon request or if an instructor-led cohort continues beyond the initial period. The course may be completed earlier, depending on the learner's pace and time commitment. Instructor-led cohorts include 12 contact hours, delivered through four weekly sessions of three hours each.

Certificate Award:

The CPCM – Certified Procurement & Contracts Manager credential is awarded upon successfully passing the final test.

Certificate Validity and Renewal:

- CPCM Certificate is valid for life.
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Technical Requirements:

Learners require:

- A computer with high-speed internet,
- A webcam for the proctored exam, and
- Audio-visual equipment if attending instructor-led sessions.

Eligibility:

The program is open to anyone with:

- A good understanding of English,
- Basic math skills, and
- Proficiency in common desktop applications such as Microsoft Word and Excel.

Prior experience in procurement is an advantage for understanding advanced topics.

How to Sign Up

To enroll:

1. Visit www.brasi.org and select the CPCM course from the homepage.
2. Choose from the available course options and proceed to checkout.
3. Access to online learning resources is granted immediately upon payment.
4. Instructor-led cohorts and exams can be selected from the course calendar.

Learners may contact an instructor via the Contact Instructor link in the course portal. For additional support, use the chatbot or the Contact Us form on the website.

BRASI's training courses are offered globally, and are known for their effectiveness. Students have access to the same high quality learning through BRASI's Learning Management System (LMS), and the standard assessment criteria.

Training formats include Instructor led Online and Instructor-led Onsite, as well as Self-paced, offering unmatched flexibility and convenience for today's busy lifestyle.

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