

Certified Purchasing Professional (CPP) Certified Professional Purchasing Manager (CPPM) *from* American Purchasing Society (APS), USA



Empowering People, Purchasing Skills

Values, Strategies & Credentials for Purchasing Professionals



United Kingdom | United Arab Emirates | India



BLUE OCEAN ACADEMY

empowering minds ... widening horizons

Blue Ocean (www.BlueOceanAcademy.com), an ISO 9001:2008 certified organization is a leading management, training and educational consultancy firm. Blue Ocean has sparked the careers of thousands of professionals drawn from different industries who have displayed rare leadership qualities in challenging scenarios. Blue Ocean specializes in designing courses that bridge the gap between infrastructure and knowledge, imparting futuristic skills to a new genre of industry leaders, shaping them into dynamic professionals in an increasingly competitive world.

Little drops make the ocean. Having started out with its first small steps in 1998, Blue Ocean has grown true to its name – into an internationally reputed brand for management training and consultancy.

Headquartered in the UAE with offices in the UK, and India, Blue Ocean stands on an enviable reputation built on 14 years of training, 40,000 alumni worldwide, a global network of certified trainers, international affiliations and multinational partners.

The Blue Ocean success story has been further strengthened by affiliations with some of the most prestigious and internationally reputed professional training institutions. The International Purchasing and Supply Chain Management Institute, USA; American Purchasing Society, USA; American Certification Institute, USA; International Quality Federation, USA, Cabin Crew Direct, UK; International Accreditation Organization, USA offer students a premium certification tag under the Blue Ocean umbrella.

At Blue Ocean, the mantra is simple. Professionals are trained to be experts in their field. Their skills are honed through a series of innovative training modules in a simulated work environment. It is an instantly rewarding experience and a passport to gaining recognition in a multi-cultural work environment.



Training solutions are accurate, focused and designed specifically to make a world of difference to a student's career. Clients/students get tremendous 'value for money' when they end up paying a very modest fee for the world class training and the international certification that they receive.

Blue Ocean faculty makes learning an exciting and interactive process. Students are encouraged to push their limits and widen their horizons.

The Blue Ocean Advantage

- Led by a team of discerning faculty members
- Distinguished with state-of-the-art facilities
- Well-structured learning modules
- Innovative training techniques
- Customized solutions

The training sessions are conducted during weekdays as well as weekends. We provide the option of flexible timings, so that professionals from every walk of life can upgrade their skills at their convenience.

Overview

Focus on Best Purchase Practices worldwide

International sourcing emerged initially as a reactive approach designed to reduce production costs and neutralize the threat of foreign competition. Today, leading edge firms have shifted the focus of their international sourcing efforts to that of a proactive strategy that pursues a sustainable competitive advantage. The challenge of all purchase specialists and managers is to explore best practices in international sourcing that positively impact a firm's competitiveness.

A keen understanding of sourcing and procurement cost takeout is very important at the strategic level. One needs to identify where an organization can consolidate spend, use enterprise leverage to negotiate lower unit cost, and then direct the users to purchase from the new enterprise contract. However, in a large global institution, with a fair degree of autonomy in the business units, these tasks can be very difficult to implement. Many a time, companies use leading practices in isolated pockets throughout the enterprise.

There are perceived risks in international procurement like exchange rate fluctuations, which, at a minimum, make pricing uncertain over time. Hedging can reduce this uncertainty, but hedging has its own hazards. Failure to buy according to a forecast (the normal state of affairs in most manufacturing companies) can lead to significant unexpected gains or losses. Best-practice companies are flexible in selecting which currencies to use in purchasing. They can forecast exchange rates and act accordingly.

Best-practice companies analyze political risks on an ad hoc basis and other risks more formally.



Best-practice companies certify suppliers in house, sometimes in conjunction with ISO standards or third-party qualification. Environmental standards are a significant concern among best-practice companies. Best-practice companies strive to have legally enforceable contracts with their suppliers. These contracts are used to compel compliance through arbitration or the threat of lawsuits, although disputes are rarely settled in court.

Best-practice companies evaluate potential foreign suppliers the same way they evaluate domestic suppliers. They measure and manage existing foreign and domestic suppliers using the same criteria consistently throughout the organization. Best-practice companies achieve credit terms with their suppliers and rarely use letters of credit.



Overview

BLUE OCEAN & APS EXCLUSIVE TIE-UP

American Purchasing Institute

The American Purchasing Society is one of foremost certification bodies and an elite association of buyers and purchasing managers worldwide.

The American Purchasing Society is a professional association of buyers and purchasing managers and was the first organization to establish certification for buyers and purchasing professionals.

Join thousands of buyers, managers and other purchasing professionals who are members. Obtain the benefits of up-to-date information about the purchasing profession, and get purchasing training from highly qualified instructors. Earn professional purchasing certification.



There are thousands of professionals who have improved their careers by earning the American Purchasing Society's purchasing certification recognition. Become a Certified Purchasing Professional (CPP), a Certified Professional Purchasing Manager (CPPM) today. Join thousands of others who have improved their buying and purchasing management skills by receiving training from the American Purchasing Society.

Certifications awarded by the American Purchasing Society are important for professionals working in the field of Purchasing and Supply Chain Management.

Business management recognizes the growing complexity and heavy demands of the purchasing function. Executives need the assurance that their purchasing managers and buyers are adequately trained, reliable, and dedicated to their professions.

There is a growing realization in the business world that only professionals can get the job done in a professional manner. The American Purchasing Society award of certification provides general management a degree of confidence in the ability and integrity of the people who have been or will be selected to do the job.

Secondly, there is ample precedent reflecting the benefits of professional certification in the history of other areas of business operation, such as engineering, accounting, law, etc.

Other facts supporting the need for certification of purchasing people include a marked degree of improvement in personal confidence, satisfaction, and pride which results from certification - and it is manifested by improved performance on the part of the certified individual. Also, certification permits closer control of spurious purchasing practices and offers opportunities for increased earning levels in purchasing operations based on recognition of professional competence and performance



Program Details

- Are you a purchasing and supply chain management professional?
- Are you tired of being paid less than you're worth?
- Are you annoyed that you don't get the respect and recognition you deserve?
- Are you frustrated because there are few good purchasing job opportunities, yet so much competition for them?
- Are you afraid that your skills are not valued by your employers?

There is good news! You can achieve your personal and professional goals more easily. You can get the skills, strategies, and credentials you need to become a world-class purchasing professional. And you can start getting the rewards out of your career that you really want!



So what is the secret to a rewarding purchasing career?

There are two successive courses -- one on one --two levels of certification that can set you on your way to a rewarding career. **The Certified Purchasing Professional (CPP) and the Certified Professional Purchasing Manager (CPPM).**

The first certification is meant for those who have demonstrated the skills to successfully implement

improved purchasing and supply chain practices as part of a business solution in an organization.

The American Purchasing Society certification program is the most authentic certification program for purchasing professionals. The programs have been continually improved since its inception. Other organizations have realized the value of the American Purchasing Society program and have instituted programs of their own, but the American Purchasing Society program is the best because it blends academics with hands-on training to create experts out of professionals. There is now a huge network of Blue Ocean- American Purchasing Society certified professionals throughout the world.

Program designed for

The CPP is meant for all purchasing professionals who need the right credentials and skills to set themselves firmly on the road of success. This is a foundation course that helps a professional to understand the basic tenets of international sourcing, procurement and risk management. This course is ideal for procurement and supply chain professionals who are already working in the procurement department of any organization and need a certification for a promotion or to validate their knowledge and professionalism.

The CPPM is an advanced course where the skills of purchase managers are honed and they develop an insight into the challenges of the industry that they are engaged in. Complex problem solving, case studies and much more await purchase managers at this level of certification



Program Details



The CPP and CPPM is the most relevant, contemporary and world class certification that students can avail of worldwide

This is the first time that the American Purchasing Society has joined hand with an internationally reputed training and educational consultancy like Blue Ocean to introduce a comprehensive training programme followed by a prestigious certification.

There are two levels of certification, one that paves the foundation for a flourishing career in purchase and the second that helps you to attain advanced knowledge and expertise.

The course content is practical and helps students to deliver measurable results and savings for the brand/enterprise they work for. The certification program is imperative for purchasing professionals who would like a rewarding career and want to pursue the highest recognition in the field of supply chain management.

From reverse auctions and eProcurement to strategic sourcing to improving supplier performance and more, you'll learn exactly how to deliver results for your employer. And when you make your employer more successful, your own career success is likely to follow!

Benefits of Professional Certification

Certification is crucial towards becoming a world-class purchasing professional. Today's employers refuse to reward employees for yesterday's skills.

They demand that purchasing professionals should use most modern skills and achieve unprecedented results. They want purchasing professionals to save more money, achieve better operational performance, and reduce risk.

The CPP and CPPM are impressive purchasing certifications that validate your stand as a successful professional. It is just what you need to bring the most modern purchasing practices into your organization and achieve your career potential.

Professionalism - Certification indicates a high level of professionalism to both coworkers and customers, increasing one's value in the market place.

Leadership - Certification signifies an employee as dedicated to continuous improvement of himself/herself.

Recognition - Only a small fraction of professionals ever achieve certification, indicating that they are a leading professional in the purchasing and supply chain profession.

Knowledge - Certification will improve one's understanding of the most current processes and trends in the purchasing and supply chain profession.

Ethical Behavior - Individuals who become certified must subscribe to a rigorous code of ethics appropriate to the purchasing profession.

Does Certification Impact Salary Levels?

Research data has shown that employers typically reward certified employees with salaries that are 40 to 50% higher than those who are not certified. A high correlation between certification and salary exists for virtually all professions and all industries sampled.



BRIEF COURSE OUTLINES – CPP & CPPM

Introduction to Purchasing

- a. Purchasing Cycle
- b. Purchasing System
- c. Purchasing Steps

Procurement Planning

- a. Advance Purchase Planning
- b. Purchasing Complexity
- c. Procurement Planning Content

Procurement Methods

- a. Price Competitive Approach
- b. Blanket Purchase Agreements
- c. Electronic Procurement

Negotiation Strategies

- a. Steps in Negotiating
- b. Tools in Negotiating
- c. Types of Negotiations

Contracts

- a. Introduction and Overview
- b. Elements of a Contract
- c. Duties and Obligations
- d. Types of Purchasing Contracts

Sources of Supply

- a. Order of Precedence
- b. Make or Buy
- c. Lease Purchase Analysis

Solicitation

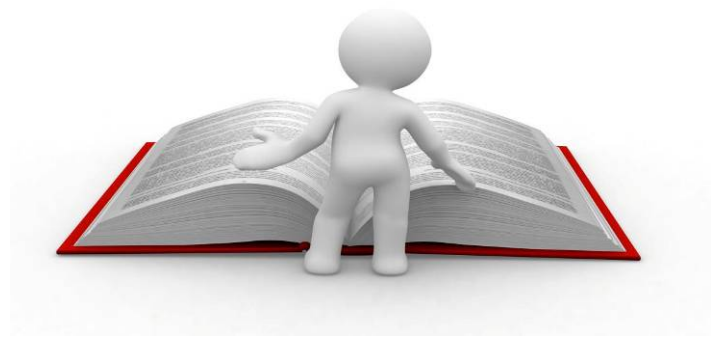
- a. Solicitation Planning
- b. Written Solicitation

Supplier Ratings

- a. Categorical Method
- b. Cost Point Method
- c. Vendor Profile Analysis

International Sourcing

- a. Overview of Worldwide Sourcing
- b. Offshore and Domestic Purchasing
- c. Trade Barriers
- d. Currency Risk Management
- e. Currency Adjustment Factors
- f. Currency Hedging
- g. Global Sourcing Strategies



Purchasing and Strategy Development

- a. Linking Purchasing and Corporate Strategy
- b. Purchasing Goals and Objectives
- c. Purchasing Strategy Development Process
- d. Types of Purchasing Strategies
- e. Supply Management

Purchasing Management

- a. Importance of Management
- b. Inter personal skills
- c. Management Functions
- d. Globalization

Management

- a. Functions of Management
- b. Levels of Management
- c. Management Theory

Strategic management

- a. Strategic approaches
- b. Understanding the Vision and Mission
- c. Strategic Management Process

Purchasing Consulting

- a. Project and Engagement
- b. GAP Analysis
- c. Purchasing Evaluation and Benchmarking Review
- d. Advance Consulting Skills

Essentials of International Trading

How to execute and handle the purchases internationally with respect to:

- INCOTERMS 2010 “Transfer of costs and risks”.
- Rules of carriage of goods by sea act.
- Bill of Lading definition, importance, types and entries.
- Purchases by Documentary Letters of Credits.
- Marine Insurance Covers.

FACULTY PANEL

The most important element in the training is the trainer itself. The success or failure of a training program depends on the quality of the instructor. At Blue Ocean, we understand the importance of trainer being a subject matter expert having instructional expertise.

Hence when you undertake a Blue Ocean training program, you can be assured to have the best of qualified trainers who has rich industry experience and experience in teaching.

Blue Ocean faculty makes learning an exciting and interactive process. Students are encouraged to push their limits and widen their horizons. The Blue Ocean brand is trusted for its excellence in training.



Profile of the Program Director

S Menon has over 18 years of experience (including consulting and training) in the field of Logistics, Supply Chain Management and Purchasing.

He has worked with various MNCs and large conglomerates helping them to expand their Supply Chain operations. His training programs are rated par excellent by all the participants across the world.

Qualifications

- MBA in Supply Chain Management from USA
- MBA in Materials Management from IIMM
- Post Graduate Diploma in Marketing from UK
- Certified SAP Consultant for Supply Chain Management from SAP, Germany
- Certified Purchase Manager (CPM) from Institute of Supply Chain Management (ISM) , USA
- Certified Professional Purchasing Manager (CPPM) and Certified Purchasing Professional (CPP) from American Purchasing Society (APS), USA
- Certified International Supply Chain Manager (CISCM) from International Purchasing and Supply Chain Management Institute (IPSCMI), USA
- Certified International Professional Training Consultant (CIPTC) from American Certification Institute (ACI), USA

Some of the feedbacks received are as below

"The trainer and the method of training were very effective. We have really benefited from the training. We have recommended the training to other departments also. Wish you all the best" – **Al Futtaim Logistics**

"Highly commendable and beneficial" was the feedback from the participants of the Supply Chain Management course conducted at our Dubai head office. We thank you for the professional and efficient way the course was conducted." – **Grand Stores**

"The training provided to our staff members at our Jebel Ali office was great. We appreciate the professional training given. It has benefited our department tremendously." – **DP World**

"This course is a beneficial tool for our department. We have recommended the training to other departments. The feed back from the participants was excellent" – **ENOC**

TESTIMONIALS

It is an informative and highly prestigious certification program. The program provides participants with the necessary skills necessary to advance in one's career— Mr.Prabhu



This program changed the course of my life. I received appreciation from my peers immediately after completion. – Mr.Abdul Razak



The program was a very rewarding learning experience. The faculty was learned and offered us an insight into industry best practices. – Mr. Rao



My experience at Blue Ocean was life-changing. I found what I was looking for. – Mr.Aftab



I was very happy with the program. It helped me to understand the job that I was doing much better. - Mr. Sammy Peter



I wanted to know more about the global supply chain industry. I found the right place to learn. - Mr. Anil Kumar



I have the necessary academic qualifications now to get a promotion. I thank Blue Ocean for providing me with a premium certification. – Mr.Samuel



Blue Ocean offered me a professional learning environment and a certification from the No. 1 purchasing association. – Mr.Anthony



The timings were very convenient and the modules well spaced out. Learning was easy and enjoyable. - Mr.Sayyed Ajaz



I learnt more than what I thought I would. The course genuinely opened my mind and widened my horizons. - Mr.Anuraq



The case studies and practical examples cited by the faculty were very useful. The learning environment was warm and friendly. – Mr.Selvarajan Bellarmin



After certification I feel confident about receiving more offers. I am glad that I enrolled for this course. – Mr.Dirk Booysen



The course is a must for all purchase professionals. In the global workplace it is important to be certified to get noticed. – Mr. Abdul Hossein



I understand the need for certification to advance in one's career. I was very happy with the international certification. – Mr. Ibrahim



The study material was exhaustive and the training stupendous.— Ms.Shabana Ashfaq



The simulated educational sessions were very interesting. The faculty made a difficult topic seems very easy. – Ms.Mahanaz



TRAININGS...



CONVOCATIONS & SEMINARS...





empowering minds... widening horizons



GET CERTIFIED!

Get world class training and
be a certified professional from
top international certification bodies
only through **BLUE OCEAN!**

For more information please contact
Tel: +971 4 3963968 | Fax: +971 4 3961818
email: info@blueoceanacademy.com
www.BlueOceanAcademy.com



www.facebook.com/blueoceanacademy