

## Supply Chain Procurement - ASCM (APICS) Certificate

<b>Date and duration</b>
Training code : SUPC006EN Duration : 2 days Nombre d'heures : 14 heures
<b>Body</b>
<p>Supply chain is the <b>dynamic backbone of modern commerce</b>, orchestrating the flow of goods, services, and information across a complex global network. From strategic sourcing of raw materials to the efficient delivery of finished products, deep expertise in procurement and purchasing <b>principles is essential to optimize operations</b>, enhance customer value, and achieve a sustainable competitive advantage within your organization. Our <b>Supply Chain Procurement Certificate training</b> offers a comprehensive exploration of the critical functions of procurement and its role within the supply chain. You will gain mastery of purchasing fundamentals, <b>sourcing strategies, order and contract</b> management, the integration of sustainability and ethics, as well as the use of metrics and technology to drive enhanced performance.</p> <p>At the end of this 2-day program, you will acquire the key competencies needed to <b>succeed in the Supply Chain Procurement Certificate exam</b> (see the Certification tab for more details). You will benefit from in-depth preparation, including <b>practical case studies, hands-on exercises</b>, and a detailed understanding of exam domains to ensure optimal success and recognition of your expertise in the logistics industry.</p>
<b>Objectifs</b>
<p><i>By the end of this Supply Chain Procurement training, you will be able to:</i></p> <ul style="list-style-type: none"><li>• Master the fundamental concepts of procurement, the purchasing cycle, and their financial impact.</li><li>• Design and implement effective procurement strategies, including spend analysis and supplier relationship management.</li><li>• Expertly manage purchase orders, from requisition to payment approval, and measure procurement performance.</li><li>• Negotiate and administer procurement contracts effectively, mastering negotiation objectives and tactics.</li><li>• Integrate sustainability and ethics principles into procurement practices, from product design to supplier selection.</li><li>• Evaluate supplier and procurement performance using key metrics and leverage smart supply chain technologies (AI, Blockchain, Big Data).</li><li>• Prepare effectively for the Supply Chain Procurement Certificate exam.</li></ul>
<b>Points forts</b>
<ul style="list-style-type: none"><li>• <b>Certified Expert Instructors:</b> Gain from the expertise of highly qualified and experienced professionals in procurement and supply chain management, ensuring an in-depth mastery of concepts.</li><li>• <b>Comprehensive and Up-to-Date Program:</b> A curriculum rigorously aligned with the Supply Chain Procurement Certificate exam, covering all essential aspects of strategic purchasing and procurement management.</li></ul>

- **Practical Mastery:** Acquire key skills through concrete case studies and practical exercises relevant to real-world challenges in procurement and supply chain management.
- **Targeted Exam Preparation:** Intensive training with exam-style exercises and strategic guidance to maximize your chances of success in the certificate exam. Our offer includes the registration fees for the official exam, as well as the possibility to retake it as many times as needed.

## Certification

*This training prepares you intensively for the APICS (ASCM) Supply Chain Procurement Certificate exam. A coupon code will be provided at the end of the course so that you can schedule your exam.*

## Exam Details:

- **Exam type:** Multiple-choice (MCQ)
- **Number of questions:** 72
- **Location:** Online via the ASCM website
- **Language:** English, with translations available in Spanish and French
- **Passing score:** 70% or higher

Our training will equip you with the knowledge and tools needed to approach the exam with confidence. If you pass, you will earn the Supply Chain Procurement Certificate, an international recognition of your expertise in procurement and supply chain management.

**Important to know:** The Supply Chain Procurement Certificate is valid for life. For more details, please refer to the [APICS Exam Handbook](#).

## Modalités d'évaluation

Practical Work  
Case study

## Pré-requis

*Prerequisites*

## Professional Experience

- Practical experience in one or more areas of supply chain management, such as:
  - demand planning
  - procurement
  - inventory management
  - production planning
  - logistics
  - transportation
  - distribution
  - customer service
- Experience is not strictly mandatory, but familiarity with purchasing or procurement concepts is highly recommended.

## Basic Knowledge

- An understanding of the fundamental concepts of supply chain management, including:
  - key terminology
  - the basic principles related to design, planning, execution, and improvement
  - knowledge of material flows, inventory management, transportation modes, and network structures
  - the main stakeholders involved in a supply chain

*This training is intended for the following audiences:*

- **Supply chain professionals** working in roles focused on planning, execution, and management of purchasing and procurement activities. Typical roles may include (but are not limited to):
  - Demand Planner
  - Supply Chain Analyst
  - Purchasing Manager
  - Inventory Manager
  - Production Planner
  - Logistics Manager
  - International Logistics Manager
  - Supply Chain Project Manager
- **Beginners and career changers** who wish to acquire a solid foundation in procurement and gain an understanding of fundamental concepts and best practices in the field.
- **Managers and supervisors** seeking to deepen their understanding of best practices, current trends, and strategic issues related to purchasing and supply chain management.
- **Anyone aiming to obtain the Supply Chain Procurement Certificate** to validate their skills, strengthen their credibility, and advance their career in purchasing and procurement functions.

## **Module 1: Mastering the Fundamentals of Procurement**

- Definition and comparison of purchasing vs. procurement.
- Typology of purchased materials and services.
- Objectives of tactical purchasing and strategic procurement.
- Comparison of tactical purchasing and strategic procurement.
- Organizational design: centralized vs. decentralized purchasing.
- Key roles within the procurement function.
- The 7 steps of the purchasing cycle.
- The financial impact of the procurement function.
- The procurement classification matrix.

## **Module 2: Developing Procurement Strategies and Managing Supplier Relationships**

- Additional activities of strategic procurement compared to traditional procurement.
- The 5 steps of the procurement process and their strategic activities.
- Cost avoidance analysis.
- Distinction between different types of supplier relationships.
- Definition and benefits of Supplier Relationship Management (SRM).
- The “Make or Buy” decision.
- Spend analysis and related documents.
- Supplier evaluation and selection.
- Pricing and discount strategies.
- Negotiation objectives and collaborative design with suppliers.

## **Module 3: Managing Purchase Orders and Measuring Performance**

- The 5 steps of the purchase order flow.
- The 2 steps of the purchasing cycle not included in the purchase order flow.
- Comparison of static vs. dynamic database files.

- Calculation of MRP (Material Requirements Planning) using inventory data.
- Definition of the VMI (Vendor Managed Inventory) process.
- The purchase order flow step not included in the procure-to-pay cycle.
- The 5 components of an SRM (Supplier Relationship Management) system.
- Procurement process methods and purchasing timing.
- Transportation mode decision.
- Measuring procurement performance and global sourcing.
- The effect of technology and the Internet on procurement.

## **Module 4: Negotiating and Managing Contracts**

- Definition of contracts and phases of contract management.
- Contract performance and the role of ERP and SRM systems in contract management.
- Dispute resolution.
- Objects and objectives of negotiation.
- The role of agreements in negotiations.
- Value and risk in negotiations.
- Price, terms, and conditions (specific, generic, and legal clauses).
- Negotiation methods and tactics.
- The PDCA (Plan, Do, Check, Act) framework in negotiations.

## **Module 5: Integrating Sustainable and Ethical Procurement**

- Benefits of applying sustainable procurement principles and practices.
- The Triple Bottom Line.
- The 10 principles of the UN Global Compact.
- Methods to integrate sustainability in product design.
- Examples of supplier sustainability criteria (economic, social, and environmental actions).
- Elements of sustainable packaging.
- The importance of ethics for procurement professionals.
- The use of diversity in ethical procurement.
- Principles of sustainability and corporate social responsibility.
- Guidelines and standards influencing procurement.
- Applying sustainability to procurement activities and supplier management.
- General ethical considerations and conflict minerals.
- The code of conduct and legislation related to procurement practices.
- Advantages and steps to ensure ethical behavior and procurement.

## **Module 6: Using Metrics and Smart Supply Chain Management**

- The importance of metrics in procurement.
- Developing procurement metrics for purchasing and suppliers.
- Use of benchmarking and its benefits.
- Elements of balanced scorecards.
- Identifying sustainability measurement criteria.
- Developing a supplier scorecard system.
- Description of blockchain technology use.
- Understanding different types of advanced analytics.
- Types of artificial intelligence.
- Implementing a procurement metrics program and associated challenges.
- Procurement KPIs, SCOR, and ASCM Enterprise.
- Internal metrics for procurement, sustainability, environmental impact, and social responsibility.
- Supplier and supply chain metrics.

- The role of information in smart supply chain management (cloud computing, big data, control towers, and AI).
- Inter-organizational systems and the Internet of Things (IoT).
- Supply chain event management.
- Intelligent collaboration and interaction with suppliers.
- Logistics in smart supply chain management and other technologies.

## **Module 7: Preparing for the Exam**

- In-depth review of key concepts covered in all modules.
- Additional resources for the APICS Supply Chain Procurement Certificate exam.
- Strategies and tips to maximize your chances of passing the exam.