MERCURY

International Procurement Professional (IPP)

29 November – 3 December 2026
Istanbul (Turkey)



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Ref: 121261_1080879 **Date:** 29 November – 3 December 2026 **Location:** Istanbul (Turkey) **Fees:** 4900 Euro

Introduction

The International Procurement Professional IPP course provides a comprehensive overview of global procurement processes and strategies. Participants will gain the skills to manage international sourcing, supplier evaluation, and contract negotiations. The course emphasizes compliance with international trade regulations and ethical procurement practices. It prepares professionals to optimize supply chains while mitigating risks in a global market. Learners will also develop analytical skills to assess supplier performance and market trends. By the end of the course, participants will be equipped to make strategic procurement decisions in diverse international contexts.

Targeted Groups

This International Procurement Professional IPP course targets professionals seeking specialized knowledge and skills:

- Procurement managers and officers
- Supply chain coordinators
- Contract and sourcing specialists
- Logistics and operations managers
- International trade consultants
- Professionals entering global procurement roles
- Corporate buyers and category managers

Course Objectives

Participants will achieve the following objectives by International Procurement Professional IPP completion:

- Understand global procurement strategies and market dynamics.
- Apply international sourcing and supplier evaluation methods.
- Develop skills in contract negotiation and supplier management.
- Implement risk mitigation strategies in cross-border procurement.
- Comply with international trade laws and ethical standards.
- Optimize supply chain performance and procurement efficiency.
- Analyze procurement data to inform strategic decisions.
- Enhance collaboration with internal stakeholders and external suppliers.

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Targeted Competencies

Participants will gain the following competencies during the program:

- Global sourcing and supplier selection expertise.
- Contract drafting and negotiation skills.
- Knowledge of international trade compliance.
- Strategic supplier relationship management.
- Risk assessment and mitigation in procurement.
- Data-driven procurement decision-making.
- Effective cross-functional collaboration.
- Market analysis for global procurement trends.

Studying Scenarios

In this training, participants will develop their skills through the analysis of the following scenarios:

- Evaluating suppliers across multiple countries.
- Negotiating contracts with international vendors.
- Managing risks in global supply chains.
- Addressing ethical challenges in procurement.
- Optimizing costs while maintaining quality standards.
- Implementing international trade regulations.
- Handling disputes with cross-border suppliers.

Course Content

Unit 1: Introduction to International Procurement

- Overview of global procurement and supply chain.
- Key procurement principles and practices.
- Role of procurement in organizational strategy.
- Understanding international market dynamics.
- Procurement ethics and compliance standards.
- Introduction to global trade regulations.

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Unit 2: Supplier Management and Evaluation

- Identifying potential international suppliers.
- Supplier qualification and performance assessment.
- Risk analysis and mitigation strategies.
- Supplier relationship management techniques.
- Monitoring and improving supplier performance.
- Evaluating cost, quality, and delivery metrics.
- Contractual obligations and compliance checks.

Unit 3: International Sourcing and Strategic Procurement

- Global sourcing strategies and market analysis.
- Total cost of ownership evaluation.
- Strategic supplier selection methods.
- Procurement planning for international projects.
- Benchmarking procurement practices globally.
- Leveraging technology for sourcing decisions.

Unit 4: Contract Negotiation and Legal Compliance

- Principles of international contract negotiation.
- Key clauses in procurement agreements.
- Negotiation techniques and tactics.
- Compliance with international trade laws.
- Ethical and sustainable procurement practices.
- Dispute resolution strategies.
- Managing contract lifecycle and renewals.

Unit 5: Advanced Procurement Analytics and Performance

- Data analysis for supplier performance.
- Risk management using procurement metrics.
- Forecasting and demand planning.
- Cost optimization and budget control.
- Continuous improvement in procurement processes.
- Reporting and strategic decision-making.
- Evaluating procurement KPIs for global operations.

Final Insights & Key Takeaways

Participants will leave equipped to lead international procurement initiatives effectively. The course ensures mastery of global sourcing, supplier management, and strategic procurement practices.