MERCURY

Certified Professional in Supply Management (CPSM)

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Introduction

The Certified Professional in Supply Management CPSM course builds a solid theoretical foundation in supply management, procurement, and operational coordination. It explains how organizations plan, source, control, and optimize the flow of goods and services across the supply chain. It shows how supply management supports cost efficiency, service reliability, and business continuity. Participants will learn how purchasing decisions connect with inventory control, supplier performance, and risk reduction. The program strengthens professional judgment in sourcing, vendor management, and supply planning. It develops a practical understanding of how supply management contributes to organizational competitiveness and long-term operational stability.

Targeted Groups

This Certified Professional in Supply Management CPSM training targets professionals seeking knowledge and skills:

- Procurement staff.
- Supply chain coordinators.
- Inventory control teams.
- Materials planners.
- Warehouse supervisors.
- Operations employees.
- Administrative professionals.
- New supply management learners.

Course Objectives

Participants will achieve the following objectives by completing the Certified Professional in Supply Management CPSM course:

- Understand the core principles of supply management.
- Explain the role of procurement in operational performance.
- Identify supply chain functions and their interconnection.
- Describe sourcing, purchasing, and supplier selection methods.
- Recognize inventory control practices and stock balance needs.
- Interpret supplier performance and contract compliance basics.
- Apply structured thinking to supply planning and cost control.
- Build confidence in managing supply-related decisions professionally.

Targeted Competencies

Participants will gain the following competencies during the Certified Professional in Supply Management CPSM program:

- Analytical thinking in supply and procurement issues.
- Planning skills for purchasing and materials flow.
- Supplier evaluation and vendor coordination awareness.

- Inventory monitoring and stock control understanding.
- Communication skills for internal and external supply tasks.
- Problem-solving ability in routine supply challenges.

Studying Scenarios

In this Certified Professional in Supply Management CPSM training, participants develop skills through the following scenarios:

- A delayed supplier shipment affects production continuity.
- Stock levels fall below minimum operating requirements.
- A purchasing request needs review before approval.
- A vendor offers a lower price with a higher risk.

Course Content

Unit 1: Foundations of Supply Management

- Define supply management as a structured function ensuring availability, efficiency, and control.
- Connect procurement, inventory, logistics, warehousing, and suppliers into one system.
- Differentiate supply management, purchasing, and supply chain roles.
- Highlight strategic impact on cost, quality, risk, and reliability.
- Classify supply needs: direct, indirect, services, operational items.
- Link business goals to supply priorities and sourcing decisions.
- Emphasize policies and governance in structured operations.
- Show the impact of poor supply decisions on performance and reputation.
- Explain how maturity improves business outcomes.

Unit 2: Procurement Planning and Sourcing Strategy

- Define procurement planning as the alignment of demand and budget.
- Explain forecasting and consumption impact on purchasing timing.
- Identify sourcing models: single, multiple, local, strategic.
- Compare supplier criteria: price, quality, reliability, lead time.
- Review quotation analysis and supplier evaluation methods.
- Stress the importance of clear specifications and a well-defined scope.
- Show contract terms influence long-term supply performance.
- Promote ethical procurement and transparency.
- Link planning to cost control and operational stability.

Unit 3: Inventory Control and Materials Flow

- Define inventory control as balancing cost, availability, and efficiency.
- Explain stock concepts: minimum, maximum, reorder point, safety stock.
- Identify risks: overstock, stockouts, slow-moving items.
- Use item coding and classification for control.
- Show the impact of demand and lead time variation.
- Describe receiving, storage, and issuing processes.
- Link warehouse discipline to accuracy.
- Emphasize reliable data for purchasing and operations.
- Stress the importance of stock audits and review cycles.

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Unit 4: Supplier Relationship Management and Performance Control

- Define supplier relationship management as the structured process of partnership-building.
- Identify performance factors: quality, delivery, compliance, and responsiveness.
- Use scorecards and reviews for improvement.
- Differentiate transactional vs strategic supplier relationships.
- Highlight communication for issue resolution and prevention.
- Analyze supplier risks and vulnerabilities.
- Explain corrective actions and escalation processes.
- Emphasize trust and accountability in partnerships.
- Link supplier management to stability and resilience.

Unit 5: Cost Control, Risk, and Professional Decision-Making

- Explain cost control through purchasing and inventory optimization.
- Identify direct and indirect supply costs.
- Apply total-cost thinking beyond a price focus.
- Analyze risks: supplier failure, market shifts, disruptions.
- Describe contingency planning for continuity.
- Stress documentation and approval flow importance.
- Use data and KPIs for decisions.
- Promote continuous improvement in supply performance.
- Summarize the role of professionals in strategic stability and efficiency.

Final Insights & Key Takeaways

Professional supply management is more than buying materials; it is a coordinated discipline that supports cost control, service continuity, and operational excellence. Strong supply management skills help professionals make better decisions across procurement, inventory, supplier performance, and risk handling.