

Applied Learning Programme (Corporate Award)

Africa Region – April 2024

**HARLEY
REED** ●

Who are CIPS?



Membership organisation
World's largest professional body serving procurement and supply



Global network
200,000 people across our global community from across 150 countries



Business
Helps organisations around the world to excel in procurement and supply



Chartered body
We hold a Royal Charter and are Globally recognized for the accreditation MCIPS



Charitable status
We are a not-for-profit membership organisation supporting members across the globe



What is MCIPS?

A globally recognised professional accreditation

Awarded for excellence, knowledge and experience in Procurement and Supply Chain Management.

Benefits to the organisation



Enhance customer confidence with highly competent and skilled procurement team



Professionally accredited workforce



Recruit, attract and retain talent



Best practice aligned to CIPS global standards



Being an organisation of choice by investing in your employees

Benefits to the individual

Best practice

Building procurement and supply chain best practice processes and methodology

Extensive learning

Learning from a wider sphere than the individual's own experience

Global network

Become part of a global network of over 200,000 practitioners

Professional development

Shows commitment to your profession and career development

What is Applied Learning?



The programme combines academic theory with a practical work-based application. This enables participants to apply the skills & knowledge they acquire to solve real-work based challenges. They develop their individual capability whilst also delivering organisational efficiencies and improvements.



Learners would start at either the Practitioner or Advanced level depending on experience. Practitioner would be appropriate for more Operational Professionals and Managerial Professionals can gain direct access to the Advanced level if they pass a competency assessment.



Work-based assignments in place of standard exams and a final business project designed to bring ROI back to the business. 95% average success marks. Fully supported programmes including workshops and 1-2-1s with tutors.



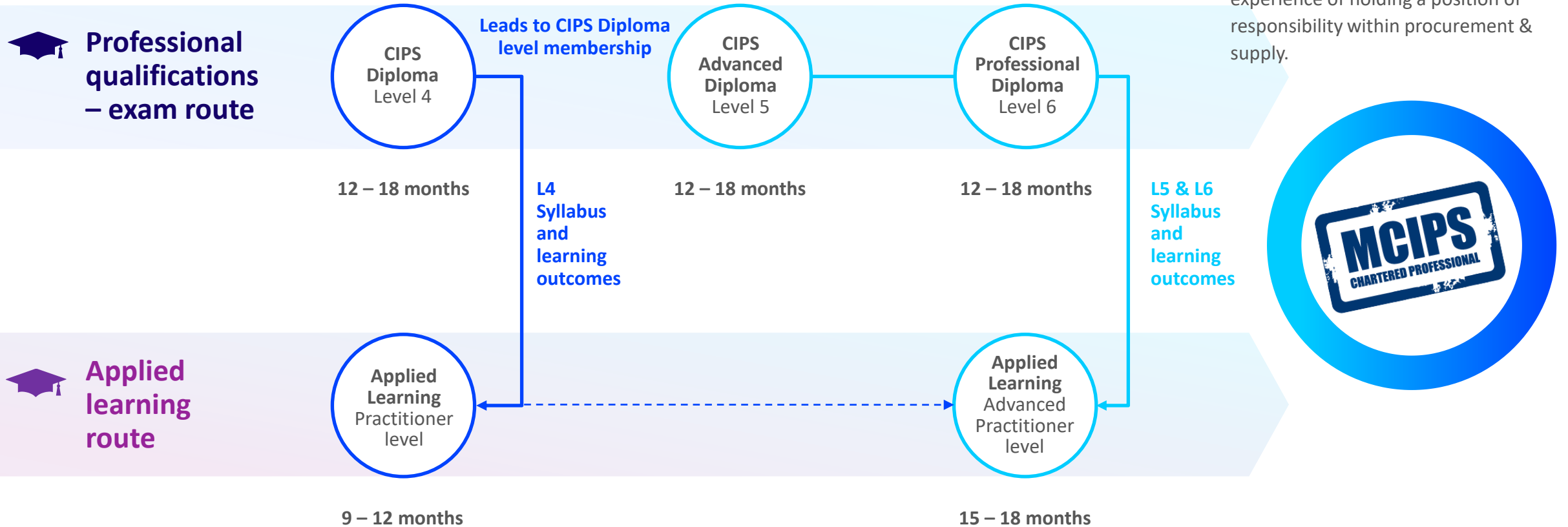
30 months to complete both levels– 12 months Practitioner and 18 months for Advanced.



Assignments submitted and marked remotely. Feedback and support available to enable learners to resubmit if required.



Applied Learning Route vs Academic Route



Benefits

Applied Learning Programme Benefits



To the individual

- Globally recognised accreditation MCIPS
- Capability development
- Working to best practice
- Become part of a global network
- Gain internal recognition
- Builds confidence
- Dedicated Programme Manager
- Direct access to expert tutor support
- Detailed written feedback on assignments
- Programme induction
- All content hosted on CIPS Learning Management System
- Includes CIPS Student Membership for duration of programme

Benefits

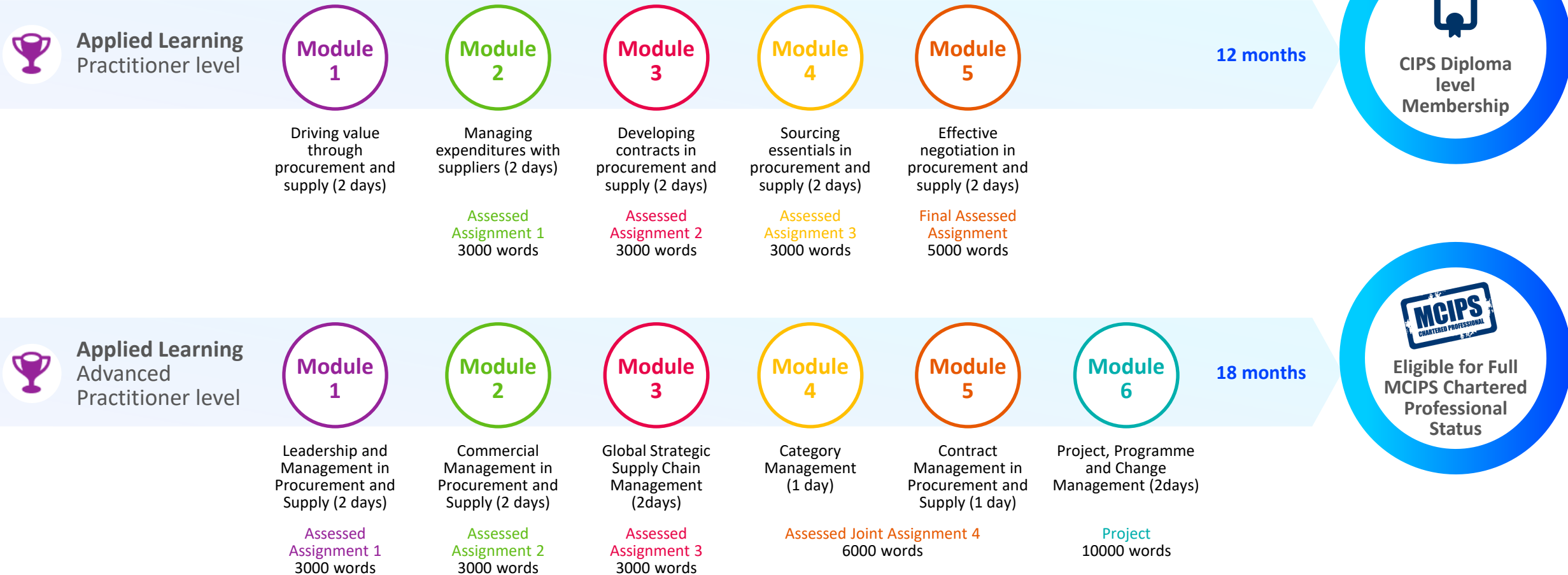
Applied Learning Programme Benefits



To the organisation

- Delivers business improvements
- Identification and reduction of supply chain risk
- Identifies efficiencies in supply chain and procurement process
- Developing functional capability
- Fuels organisational change
- Verifies participants ability to practically apply learning to the workplace
- Project work aligned to organisational strategy
- Delivered virtually or face to face
- Fully timetabled in advance
- Programme supports talent recruitment, retention & reward
- Return of investment through project work

How it works



Competency Assessment for Direct Entry to Advanced Practitioner

More experienced professionals are able to by-pass the Practitioner Level if they pass a Competency Assessment.

The on-line assessment is made up of approximately 130 multiple choice questions mapped against the Managerial level of the CIPS Global Standard.

Participants should allow 90 – 120 minutes to complete the Assessment.

Individuals must perform at Managerial Level (score level 3 / 5 across the 11 themes)



Corporate Award Candidate Feedback Report

(Assessed against the CIPS Global Standard)

Candidate Name:

Date:

Leading global excellence

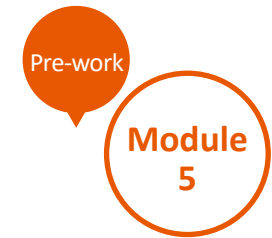
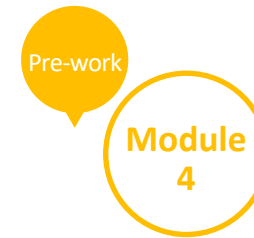
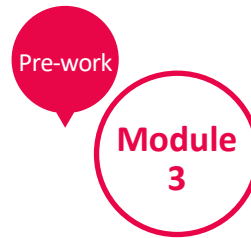
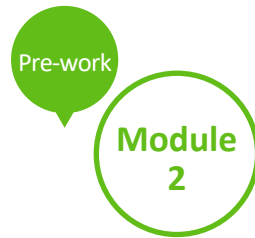
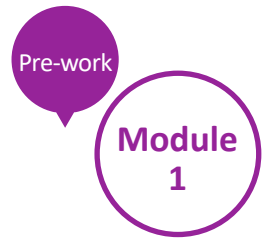
The CIPS Competency Assessment Graph

Personal Score = your personal scores, from 0-5 of the 11 themes measured in the questionnaire

Confidence Level = the self-assessed score of confidence of answers given in each them as provided by the candidate



Practitioner – Level 4 – modules



MODULES

Driving value through
procurement and supply
(2 days)

Managing expenditures
with suppliers
(2 days)

Developing contracts in
procurement and supply
(2 days)

Sourcing essentials in
procurement and supply
(2 days)

Effective negotiation in
procurement and supply
(2 days)

Assessed
Assignment 1
3000 words

Assessed
Assignment 2
3000 words

Assessed
Assignment 3
3000 words

Final Assessed
Assignment
5000 words

SYLLABUS

- The roles of procurement and supply
- Procedures in procurement and supply

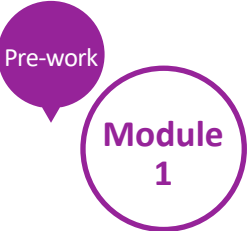
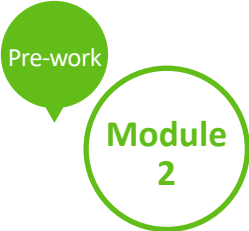
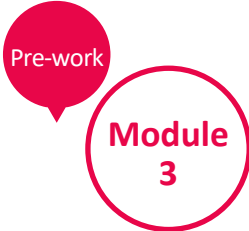
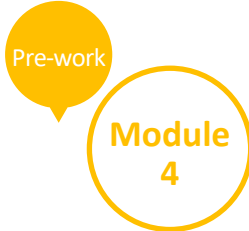
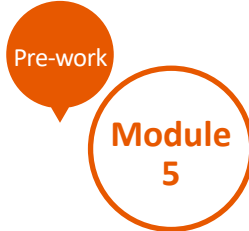
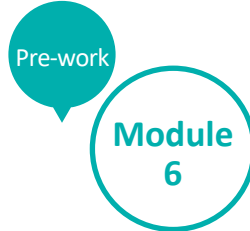
- The impact of the external environment on procurement and supply
- Effective purchasing

- Developing contracts
- Developing specifications
- Contract management

- The sourcing process and effective tendering
- Supplier appraisal

- Effective negotiation
- Negotiation simulation

Advanced Practitioner – Level 5 & 6 – modules

						
MODULES	Leadership and Management in Procurement and Supply (2 days) Assessed Assignment 1 3000 words	Commercial Management in Procurement and Supply (2 days) Assessed Assignment 2 3000 words	Global Strategic Supply Chain Management (2days) Assessed Assignment 3 3000 words	Category Management (1 day) Assessed Joint Assignment 4 6000 words	Contract Management in Procurement and Supply (1 day)	Project, Programme and Change Management (2days) Project 10000 words
SYLLABUS	• Leadership and Management skills and behaviour • Managing and leading individuals and teams • Apply ethical practices, standards and regulations	• Commercial global strategy concepts • Techniques to address global supply chain challenges • Strategy formulation and implementation • Financial effects	• Key concepts of global strategic supply chain management • Global sourcing, network design, distribution and logistics strategy • Measuring and developing supply chain performance	• Develop category management and strategic sourcing strategies • Tools for managing expenditure • Strategic impact of a category management process	• Development and implementation of contracts – Pre-Award • Contract management Post Award • Techniques to measure, develop and promote supplier relationship management	• Change management • Projects and programmes in organisations • Management of projects, programme, and change management initiatives

Example Assignment – Practitioner Level

Assignment:

Module: Managing Expenditures
with Suppliers

Task



Identify a product, service or category or spend and outline its importance and impact to your organisation's stakeholders.



Prepare a brief market analysis and demonstrate how your procurement function will produce value for money outcomes.



Your final submission should also review the current approaches to managing prices and costs for the product, service or category you have identified, as well as highlighting the impact of markets to secure cost savings for your organisation.

Advanced Practitioner – Project

- Project chosen by candidate in area approved by their sponsoring management team
- Must tackle a challenge faced by their company
- Must deliver business benefits
- Aligned to business strategy



Work-based project



Return On Investment

Project phase giving Return On Investment – fully supported



Workshop day



3 x Tutor one to one coaching



Business project



Pass / Merit / Distinction

Example Projects – Advanced Practitioner Level

Business Project

Return on Investment

Example project titles



Explore what opportunities and limitations result from consolidation of your supplier base



Benchmarking – An activity that Adds Value. An assessment of the practice, focusing on current trends and opportunities for effective utilisation



Adversarial versus Partnership Relationships – The Right Approach for Sustained Competitive Advantage

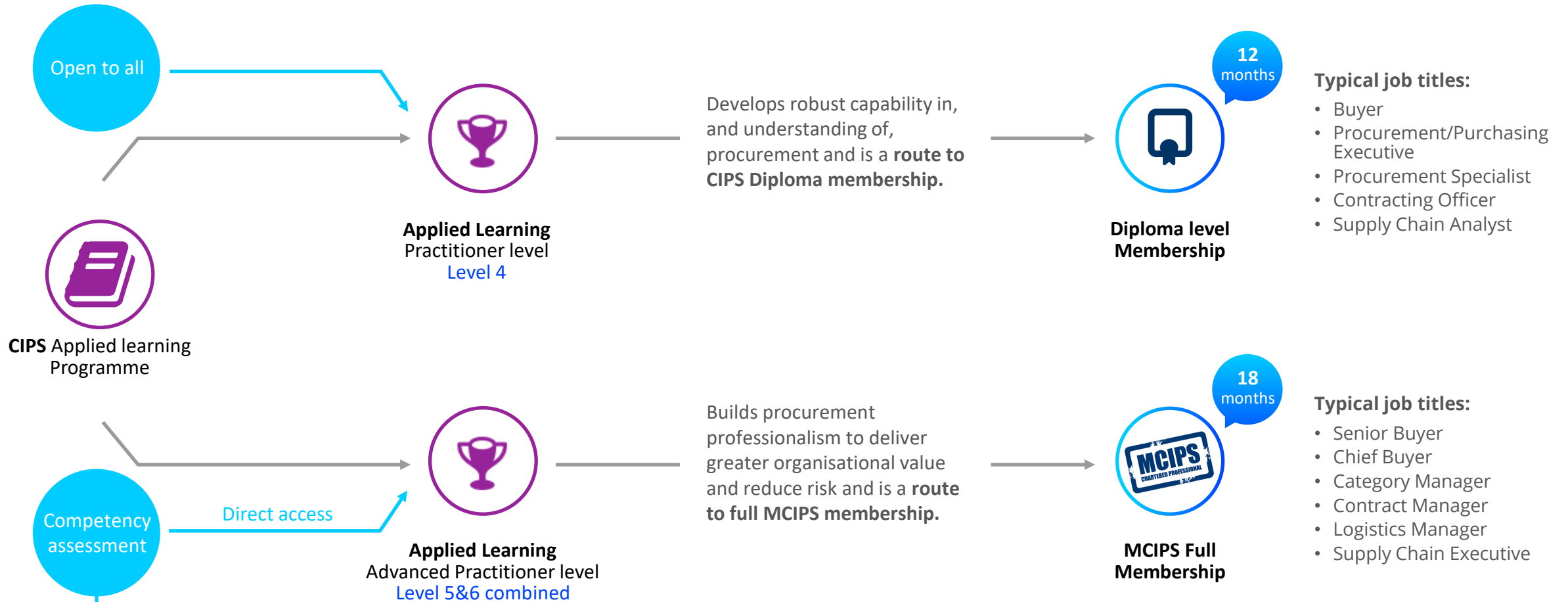


A review of communications between the strategic and transactional Departments of Procurement



Facilities Management Outsourcing

Applied Learning: Recap & eligibility



The competency assessment is accessed online and contains around 130 multiple choice questions, the output report identifies strengths and development areas by benchmarking individuals against the CIPS Global Standard in Procurement and Supply.

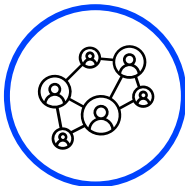
Delivery options

Applied Learning Programme delivery options



In company programme

- Exclusive to your organisation
- Delivered on your preferred timeline/time-zone
- For between 12 to 16 participants per cohort
- Management review meetings and student feedback reports
- Best value available for a full group of 16



Open syndicated programme

- Participants from multiple organisations and sectors
- Peer to peer networking opportunities
- Delivered on a fixed timetable/ time zone
- Fixed per head study fee
- Programmes commencing monthly at both levels

Applied Learning Programme

Celebrating success

CIPS Graduation



Testimonials

“

I have found the Corporate Award CIPS programme to be an extremely good way to upskill the team whilst them earning their CIPS accreditation. I have seen real tangible results from the programme especially around the focused assignment piece where we have brought some of the initiatives proposed forward into our procurement strategy.

Simon Poulter

Head of Procurement & Supply Chain
Sir Robert McAlpine

**Sir Robert
McALPINE**

“

From undertaking the CIPS Practitioner course I have gained knowledge and skills that have not only enabled me to directly add value to the business today but on a personal level will continue to support me throughout my professional career in supply chain”

Hannah Foster

Supply Chain Graduate
Babcock

babcock

“

The CIPS Corporate Award Programme not only led the participants to achieving MCIPS, but it also revolutionised their outlook on the profession, and fuelled their desire to continue their careers and professional development in procurement. And the projects delivered under the Award have added to our suite of tools, processes and techniques to improve the efficiency, effectiveness and customer service of our procurement function at the City”

Peter Morichovitis

Chief Procurement Officer
City of Gold Coast

**CITY OF
GOLD
COAST.**

Fees



Fees*

Practitioner:
\$3,500.00

Advanced Practitioner:
\$7,500.00

excluding competency assessment fee of \$300 if required

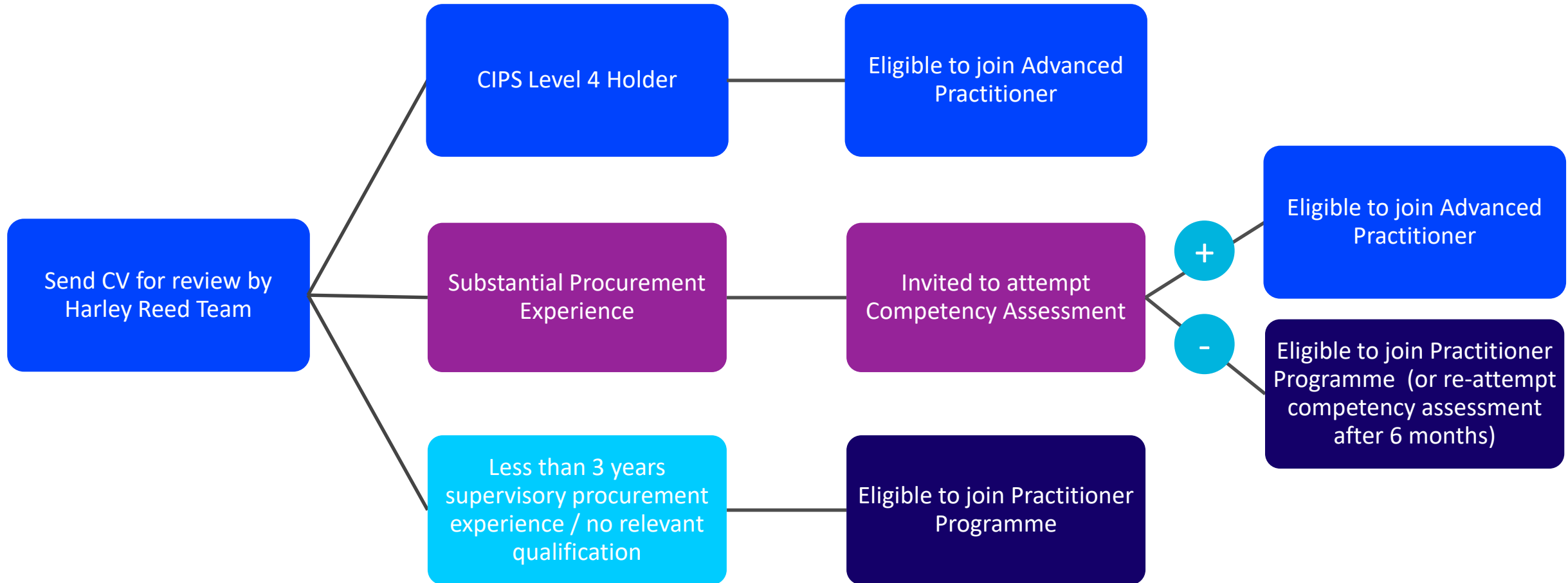
- Places limited to a maximum 16 participants per cohort
- Places on Open Syndicated are secured on receipt of a purchase order or payment
- Group pricing for 4 or more individuals on request

*Fees may vary for different countries outside of Africa

Existing clients



Next Steps



FOR MORE INFORMATION

Contact your regional office via the Harley Reed website



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<https://harleyreed.com/course/cips-corporate-award/>