

# CERTIFIED STRATEGIC SOURCING PROFESSIONAL

Be a Certified Strategic Sourcing Professional™.

(5+1 days)

Strategic Sourcing capabilities are needed today more than ever as companies worldwide face new changes and influences --- from natural disasters to shifting economic power on local and international levels, and increasing competition. Now is the time to recognize the capabilities of qualified professionals who have acquired the CSSP designation.

## Be Valued...

- ✓ The CSSP™ designation distinguishes you as a professional of excellence in industry practices in strategic sourcing.

## Be Certified...

- ✓ The CSSP™ program certifies the capability to deliver enormous value to the organization, resulting in best cost, quality, managed risk, sustainability, supply continuity, capital preservation and strategic supplier relationship.

## Be Valued...

- ✓ The CSSP™ designation distinguishes you as a professional of excellence in industry practices in strategic sourcing.

**ADD** value  
**MANAGE** risk  
**IMPROVE** cost

Be recognized as a certified Strategic Sourcing Professional. Join a global network of certified Procurement, Supply Chain, IT, Marketing, Legal and end users managing major spends.

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# MODULE 1: Essentials of Strategic Sourcing

- Introduction to Strategic Sourcing - Stakeholder Analysis, Project Scoping, Identifying Business Needs
- Category Profiling - Spend Analysis, Opportunity Analysis, Portfolio Analysis, Supplier Preferencing  
Supply Market Analysis
- Sourcing Strategy - Sourcing Strategy and Tactics Development
- Sourcing Event - Price Reduction Model, Price Analysis, Issuing the RFx, eSourcing
- Supplier Evaluation - Supplier Shortlisting
- Sourcing Recommendation - Negotiation, Contract Management
- Implementation - Key Performance Indicators
- Supplier Relationship Management

# MODULE 2: Advanced Strategic Sourcing

- Introduction to Strategic Sourcing Shareholder Value Price Reduction Model Deconstructing Price  
- Ask, Price Harmonization, Volume Aggregation, Historical Analysis, Comparative Analysis, Price List  
Analysis, Creating Competition, Should Cost Analysis, Could Cost, Target Cost

# MODULE 3: Implementing Strategic Sourcing

- Introduction to Strategic Sourcing Risk Management - Role of Procurement, Seven-seven-four Process
- Supplier Relationship Management - Why We Need SRM, The SRM Process, Portfolio Analysis / Supplier  
Preferencing Review, Supplier Relationship Mapping, Relationship Health Check, Behavioral Styles,  
Governance, SLAs and KPIs, Measuring Supplier Performance, Supplier Rationalization  
and Optimization, Supplier Performance Improvement, A3 Thinking: PDCA,  
Options Generation, Risk and Reward, Successful Meetings
- Strategic Sourcing Templates

## EXAMINATION

Examinees who pass the CSSP Exam earn the CSSP designation and become Certified Strategic Sourcing Professionals

## Contact Us

Knowledge Group of Companies

Phone: +603 2170 1588

Fax: +603 2166 5451

Email: [survinder@knowledgegroupco.com](mailto:survinder@knowledgegroupco.com)

[www.knowledgegroupco.com](http://www.knowledgegroupco.com)

## Be On Top of the Game

Be innovative and learn the best practices in the procurement and supply industry, upgrade your skills to make strategic contributions to your company, and challenge yourself to gain additional knowledge to compete successfully in the job market. Now is your chance to bring greater value to your company and be on top of the game.

## BENEFITS OF PASIA - CSSP™ EDUCATION

- Training includes world best strategic sourcing practices
- Blended learning is available via face-to-face teaching and e-learning
- Provide knowledge and expertise on strategic sourcing, supported by coaching when applying the learning
- Enables you to deliver greater value to the company in terms of best cost, quality, managed risk, sustainability, supply continuity, capital preservation and strategic supplier relationship