

e-Learning Certification Programs

2025

Inspiring
Excellence in
Procurement &
Supply Chain

E-LEARNING





WHY CHOOSE US

ISM-INDIA is centre of excellence on mentoring, training, and certification for supply chain professionals. Our programs help professionals deliver real strategic and sustainable value to their organizations. The quality of the program and range of training are designed to suit professionals at all levels. All our courses are a balanced combination of lectures, case studies and workshops. A key differentiator of our approach is our commitment to transferring knowledge so your organization can sustain and build improvements on its own.



Mission

The Mission of ISM-INDIA is to take:

- Leadership in Setting Standards & Bench-Marking
- Supply Management Professionals Development
- Be the Voice of India Supply Management Professionals to the World
- Be the Government Advocacy for Procurement & Supply Management



Vision

**Inspiring Excellence in
Procurement & Supply Chain**





Suitable for...

01 Management level

- CPP (Certified Procurement Professional)
- CSM (Certified Supply Manager)
- CCM (Certified in Category Manager)
- CPSP (Certified Professional in Sustainable Procurement)
- CSPL(Certified Sustainable Procurement Leveraging ISO20400)

02 Executive level

- AIP (AI in Procurement)
- CPSS (Certified Professional in Strategic Sourcing)
- ECN (Executive Certificate in Negotiation)
- ABP (Accredited Blockchain Professional)

03 Beginner level

- CPE (Certified Procurement Executive)



CPP™

(Certified Procurement Professional)



About

Every job requires a specific set of knowledge and skills and this varies depending on the type and complexity of the job. CPP certificate training is all about providing a way of building the skills and knowledge people need to perform their current job.

Learning Objective:

- Learn the role of Procurement & its Evolution
- Concept of Strategic Sourcing & Category Management
- Analysis of Spend Data to Develop Future Strategy
- Analyse the Existing Supply Base and its Segmentation
- Develop Supplier Qualification and Evaluation Criteria
- Develop Sourcing Strategy
- Negotiation Strategies and Tactics to Get the Best Deal
- Contract Management
- Managing Supplier Performance & Relationship
- Legal Implications of Procurement

Course Content

- Overview of Procurement & Supply Management
- Developing Procurement Plan
- Procurement Cycle
- Cost & Price Analysis
- Sourcing
- Strategic Sourcing
- Category Management
- Effective Negotiation
- Legal Implications of Procurement
- Contract Management
- Supplier Relationship Management
- Digital Transformation

Other Details:



Course Fee

Members: ₹ 20,000/-
Non-Members: ₹ 25,000/-



Students

2500+



Duration

6 Months



Course learning hours

30 hrs



CSM[®]

(Certified Supply Manager)



About

In many companies, procurement, perhaps more than any other business functions is wedded to routine. Most of the procurement management skills were formed 20 years back in an era of relative stability, and they have not changed. Now especially after the recent pandemic, no company can lag behind to cope with disruptions. There is an urgent need to build resilience, agility, and flexibility in the procurement & supply chain. This certification program aims at transforming procurement from a Reactive to a Strategic Function.

Learning Objective:

- Basic of Procurement
- Strategizing Procurement
- Strategic Sourcing
- Effective Negotiation
- Contract Management
- Supplier Relationship Management
- Future of Procurement (Digital Transformation)

Other Details:



Course Fee

Members: ₹ 20,000/-
Non-Members: ₹ 25,000/-



Students

2000+



Duration

6 Months



Course learning
hours

30 hrs

Course Content

- Role of Procurement in Supply Chain
- Evolution of Procurement & SCM
- Strategic Procurement Tools
- Value Engineering Vs. Value Analysis
- Data Collection and Spent Analysis
- Market Research
- Supplier Evaluation & Selection
- Strategies and Tactics
- Preparing for Negotiation
- Practical Tips
- Formation of Contract
- Types of Contract
- Disputes Resolution
- KPIs and SLAs
- Supplier Performance Management
- SRM Framework
- Supplier Certification
- Overview of Disruptive Technologies



CCMTM

(Certified Category Manager)



About

This course is ideal for procurement & supply chain professionals who are responsible for creating competitive environments and identifying cost savings opportunities. It is also highly useful for professionals who are responsible for supply chain processes and developing strategies. Category management is a strategic approach to transform procurement from tactical level to strategic level with a focus on value addition.

Learning Objective:

- Evolution of Procurement
- Overview of Category Management
- Opportunity Identification (Spend Analysis)
- Opportunity Development
- Conduct Auctions & RFx
- Shape & Negotiate Proposals
- Sourcing Strategy to Best Position the Company in the Market
- Contracting & Supplier Management
- Embarking on a Digital Category Management Journey

Course Content

- Understanding Category Management
- Evaluation of Procurement
- Category Management Cycle
- Framework
- Spend Analysis
- Marketing Analysis (Intelligence)
- SWOT & PRETO Analysis
- Defining & Opportunity Analysis
- Implement & Managing CM
- Category Strategy
- Supply Positioning Model
- Supplier Relationship Management
- Elements of Contracting

Other Details:



Course Fee

Members: ₹ 15,000/-
Non-Members: ₹20,000/-



Students

2500+



Duration

6 Months



Course learning hours

20 hrs



CPSP™

(Certified Professional in Sustainable Procurement)

About

This certification program is a critical avenue for fostering Sustainability, as it allows the organizations to make responsible choices for acquiring goods and services. By adopting sustainable practices, governments can lead by example, reduce their environmental footprint, and contribute to the overall transition toward a more sustainable and environmentally responsible economy. This training program will empower the professionals with Knowledge and skills to excel in this vital field.

Learning Objective:

- UN Sustainable Development Goals relevant to Procurement.
- Sustainable Procurement Framework & Implementation.
- Reviewing all steps of Public Procurement to promote Environmental Procurement.
- Legal & Social Aspects of Sustainable Procurement.
- Need Assessment & Evaluation of Sustainable Procurement Criteria.
- Use ISO 14001 (EMS), ISO 20400 & ISO 26000 Sustainable Procurement Guidance.
- Environmental Conservation & Protection in the Supply Chain.
- Managing Environmental Performance and Reporting.

Course Content

- Introduction to Sustainable Procurement
- Strategic Aspects of Sustainable Procurement
- Needs Assessment
- World Bank Perspective on Sustainable Procurement
- Economic Aspects
- Evaluation of Offers
- Carbon Footprints, Circular Economy & Waste Reduction
- Role of ISO 14001, ISO 20400 & ISO 26000
- Priority Sectors for Sustainable Procurement
- Technology & Innovation in Sustainable Procurement

Other Details:



Course Fee

Members: ₹ 15,000/-
Non-Members: ₹20,000/-



Students

1900+



Duration

6 Months



Course learning
hours

30 hrs



CPSL



(Certified Sustainable Procurement Leveraging ISO20400)

About

ISO 20400 is the first International Standard for Sustainable Procurement, providing guidance to organizations on integrating sustainability into procurement processes. This e-certification training is designed to help professionals understand and implement sustainable procurement principles, ensuring ethical, social, and environmental considerations in supply chain management.

Learning Objective:

- Understand ISO 20400 principles and sustainable procurement.
- Learn to implement sustainable procurement in organizations.
- Use tools to evaluate suppliers on sustainability.
- Apply risk management for ethical sourcing.
- Embed social and environmental responsibility in procurement policies.
- Ensure compliance with global sustainability goals (SDGs, ESG, CSR, circular economy).
- Receive certification upon completion and assessment.

Course Content

- Introduction to ISO 20400
- Sustainable Procurement Framework
- Planning and Integrating Sustainability
- Procurement Process Implementation
- Performance Evaluation & Continuous Improvement
- Case Studies & Practical Applications
- Final Assessment & Certification

Other Details:



Course Fee

Members: ₹ 9,999/-
Non-Members: ₹12,500/-



Students

100+



Duration

6 Months



Course learning
hours

10 hrs

The header features a dark blue background with a glowing blue globe in the center. The letters 'AI' are prominently displayed in a large, glowing blue font over the globe. Surrounding the globe are various white icons representing different aspects of technology and business, including a padlock, a smartphone, a bar chart, a cloud, a laptop, an envelope, a lightbulb, a globe, a gear, a speech bubble, a clock, a house, a Wi-Fi symbol, and a share icon. To the right of the 'AI' text, there are five yellow stars. Below the stars, a hand is shown reaching out towards the globe.

AIPTM

(AI in Procurement)

About

This comprehensive course delves into the transformative role of artificial intelligence in procurement. You'll explore how AI can be applied across various procurement functions, from strategic sourcing and supplier management to contract negotiations and spend analytics. Through case studies and hands-on exercises, you'll learn how AI-driven insights can lead to better decision-making, cost reduction, and risk mitigation. By the end of the course, you'll be equipped with the knowledge to implement AI solutions that enhance procurement efficiency and drive business value.

Learning Objective:

- Understand the transformative role of AI in procurement functions.
- Explore AI applications in strategic sourcing, supplier management, contract negotiations, and spend analytics.
- Learn how AI-driven insights enhance decision-making, reduce costs, and mitigate risks.
- Gain hands-on experience with AI tools and technologies in procurement.
- Analyze real-world case studies and success stories.
- Acquire the knowledge to implement AI solutions for improved procurement efficiency and business value.

Course Content

- Overview & Setting the Context
- Introduction to AI in Procurement
- AI Technologies in Procurement
- Data Management
- AI Applications in Procurement
- Hands-On AI Tool Demonstration
- Case Studies & Success Stories
- Implementation of AI in Procurement

Other Details:



Course Fee

Members: ₹ 18,000/-
Non-Members: ₹24,000/-



Students

2000+



Duration

6 Months



Course learning
hours

25 hrs



CPSS[®]

(Certified Professional in Strategic Sourcing)

About

Strategic sourcing enhances efficiency and value, ultimately impacting the profitability of your entire organization. In this course, you'll learn how to develop and implement a procurement strategy that aligns with your overall competitive strategy. This certification program meant for individuals ready to expand their skill sets in the field of strategic procurement & supply management.

Learning Objective:

- Understand strategic sourcing and its impact on efficiency and profitability.
- Develop and implement procurement strategies aligned with business goals.
- Conduct internal research, track performance, and analyze markets.
- Collect supplier information and create sourcing strategies.
- Manage implementation, solicit and evaluate offers, and negotiate effectively.
- Prepare transition plans for new suppliers.

Course Content

- Overview of Strategic Sourcing
- Strategic Transformation
- Conduct Internal Research
- Track the Performance Metrics
- Conduct Market Analysis
- Collect Supplier Information
- Developing Sourcing Strategy
- Manage Implementation Plan
- Solicit & Evaluate Offers
- Negotiation Process (Face to face or e – Auction)
- Prepare Transition Plan for New Suppliers

Other Details:



Course Fee

Members: ₹ 9,999/-
Non-Members: ₹12,500/-



Students

1500+



Duration

6 Months



Course learning
hours

15 hrs



ECNTM

(Executive Certificate in Negotiation)



About

Being able to negotiate the best possible deals with your suppliers can mean the difference between success and failure. The good news is, it's a skill you can practice and master.

This certification program, you will learn how to prepare for, and conduct, a negotiation in a professional way. You will see how a well-prepared negotiation can substantially increase your chances of success, how to set realistic and achievable negotiation objectives and targets, and how to develop an effective negotiation strategy. The art of questioning, active listening and the use of tactics and different persuasion techniques will also be explored.

Learning Objective:

- Recognize the Steps Contained Within a Negotiation Process
- Plan and Prepare for a Negotiation
- Recognize Different Styles of Negotiation
- Identify Arrange Techniques and Tactics to Use Throughout a Negotiation Process
- Apply to learn Through Negotiation Role-Plan.

Course Content

- The Balance of Power
- Setting Objectives
- Variables and Options
- Setting Targets
- Determining the Negotiable Zone
- Developing the Strategy & Tactics
- Formalizing the Agreement.
- Monitoring and Managing the Implementation
- Evaluating your Negotiation Performance

Other Details:



Course Fee

Members: ₹ 8,999/-
Non-Members: ₹12,499/-



Students

1000+



Duration

6 Months



Course learning
hours

15 hrs



ABPTM (Accredited Blockchain Professional)

About

Blockchain is one of the most talked-about technologies in the business right now. Blockchain Technology has the potential to drive major changes and create new opportunities across various functions-from procurement, supply chain management, finance, healthcare, etc.

Learning Objective:

- Understand the Concept and Objectives of Blockchain
- Gain Complete Knowledge of Blockchain Data Structures and Identifiers
- Build Blocks and Addict to Blockchain with the Help of Mining
- Get Detailed insights for its use in Procurement, Logistics, and Supply Chain

Course Content

- Introduction to Blockchain
- Blockchain Data Structures
- Creating the Blockchain - Mining
- Smart Contract
- Types of Blockchain Protocol
- Consensus in Blockchain
- Emerging Trends in Blockchain
- Blockchain Use Cases

Other Details:



Course Fee

Free for Members
Non-Members: ₹11,999/-



Students

1000+



Duration

6 Months



Course learning hours

12 hrs



CPETM

(Certified Procurement Executive)



About

The CPE Certificate demonstrates your high-level achievement of standards in skills, professional knowledge and best practice in Procurement.

This course is ideal for procurement professionals in any industry who are responsible for creating competitive environments, identifying cost savings opportunities, supply chain processes and developing strategies to support supply chain performance.

Learning Objective:

- Understand the Concept of Supply Chain Management and How it has Evolved
- Specifying the Product or Service
- Understand the Process of Specifying Requirements and Planning Supply
- Analyzing Supply Markets
- Developing Supply Strategies for Different Categories of Products and Services
- Developing the Framework for Supplier Appraisal
- Learn Different Approaches to Assess the Suppliers
- How to Obtain and Select Offers From Suppliers in a Professional Manner
- Negotiation and Awarding the Contract.
- Managing the Contract to Ensure Cost-Effectiveness and Efficiency

Course Content

- Introducing PSM
- Understanding Corporate Environment
- Specifying Requirements
- Analyzing Supply Market
- Developing Supply Strategy
- CPE Short Listing Suppliers
- Obtaining & Evaluating Offers
- Effective Negotiation
- Contract Formation

Other Details:



Course Fee

Free for Members
Non-Members: ₹14,999/-



Students

1000+



Duration

6 Months



Course learning
hours

15 hrs



ISM—India

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