

INFORMATION BROCHURE



Introduction



- **Institute for Supply Management (ISM-INDIA)** is an affiliate of ISM,USA, which is oldest and largest in the world.
- **Aims** at providing opportunities for promotion of Procurement & Supply Chain Management profession and expansion of **professional skills and knowledge**.
- **Agreement with ITC, Geneva (A UN Organization) and the World Bank** to provide best in class certification in the field of Supply Chain Management (SCM).
- Our **Mission is to lead Supply Chain Management and transform Supply Chain** for value creation.
- Headquarter in Gurgaon and **Chapters and Test Centres** in all major cities of India.

ISM-INDIA's ACTIVITIES

Awareness Program



- Webinars
- CPO/Logistics Awards
- Knowledge Partner
- Advisory Board Members

Reach/Influence



- Weekly Newsletter
- Weekly Quiz
- ISM-INDIA Website
- Mentoring (Career Development)
- Job Assistance

Networking



- Community of Practice (CoP)
- WhatsApp/ Telegram Groups
- Study Groups

Certification (People Development)



- CPSM
- IDSCM
- PDPP
- e-Learning Programs
 - CPSS -CCM -Negotiation
 - CPP -CSM
 - APP -ABP

Consulting



- Competency Mapping
- Maturity Level of Procurement Function
- Know Your Style of Negotiation
- Managing Procurement & SCM Resilience

Training



- From Basic to Masterclass (Training Portfolio 2022)
- Customized Training

Development and Learning Paths



WHO

WHAT

Senior/Experienced Management	→ Customized Programs (Transform)
The Brightest and Best	→ CPO Award
Procurement Officer to Manager Level	→ CPSM
	→ IDSCM
	→ CPP
Government Public Sector Staff	→ World Bank Certificate (PDPP)
Part-time and Non Procurement People	→ APP, CPSS, Negotiation, etc
Others	→ Skills Training/Webinars

Competency Mapping

Online Competency Test:

- To analyse the skill & knowledge gap.
- Flexible and powerful tools can be tailored to cover the existing process and skills framework used in your business.

Tool Can be Used to:

- ✓ Assess Competency Level of individual and organization level.
- ✓ Identify what further skills are needed to make your existing processes more effective in the future.
- ✓ Provide Business Wide Skills Gaps Analysis.
- ✓ Prepare Individual Personal Development Plan.
- ✓ Enable Managers to provide feedback to their staff.
- ✓ ISM-INDIA is pioneer in this field in India.



Key Competencies



1. Strategy Sourcing
2. Category Management
3. Strategy Negotiation
4. Legal & Contractual
5. Cost & Price Management
6. Financial Analysis
7. Major Certification
8. Sales & Operations Planning
9. Quality Management
10. Digital Transformation
11. Logistics & Materials Mgmt.
12. Project Management
13. Leadership & Business Acumen
14. Systems Capability & Tech.
15. Risk and Compliance
16. Corporate Social Responsibility & Ethics
17. Blockchain
18. Inventory Management & Control
19. Smart Public Procurement

Certifications

CPSM

Certified Professional in Supply Management respected credential from ISM USA, demonstrates your skills and knowledge to secure the most sought after careers in Procurement & SCM! This calls for passing 3 online exams.

Exam1: Supply Management Core

Exam2: Supply Management Integration

Exam3: Leadership in Supply Management

Eligibility (Degree and Minimum 3 Years Experience)

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PDPP

This program is based on content of earlier certification developed by The World Bank.

Curriculum:

- Introduction to Public Procurement
- Public Procurement Framework in India
- Categories and Methods of Procurement
- Public Procurement Operations
- Contract Management and Closure
- Public Procurement and Good Governance
- International Practices in Public Procurement
- Public Procurement of Civil Works
- Public Procurement of Services
- Logistics in Public Procurement
- Strategic Sourcing

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IDSCM

IDSCM Certification Program has been developed by ITC Geneva (A UN Organization) for professionalizing SCM Professionals. This is being offered since 2003 but it has recently been updated to cater the need of today's business world. Receiving this International Diploma is a great achievement.

This program cover 4 following modules:

- Strategy & Planning
- Sourcing
- Operations
- Logistics

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E-Learning Courses

Below are our e-learning courses in different competency:

- ✓ Certificate Program in Strategic Sourcing(CPSS)
- ✓ Certified Procurement Professional (CPP)
- ✓ Accredited Procurement Professional (APP)
- ✓ Accredited Blockchain Professional (ABP)
- ✓ Executive Certification in Negotiation
- ✓ Certified Supply Manager (CSM)
- ✓ Certified Category Management (CCM)

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Programs Gallery



Our Clients



SAMSUNG



Confederation of Indian Industry



Color & Comfort



VOLVO



BHARAT OMAN
REFINERIES LIMITED



posco

ABB

ZYCUS
PROCURE PERFORMANCE

FERRERO

FUJITSU

GB
FOODS



SBI Card
Make life simple



accenture

Walmart

DENSO
Crafting the Core

usha martin



TATA ADVANCED SYSTEMS



NOMURA



Qualcomm



UnitedHealth Group



FLEXTRONICS



antel



BLACKROCK



GENPACT

Infosys



MCDERMOTT

MetLife



WELLS FARGO



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