



## Certified Professional in Supply Management

### 供应链管理专业人士认证培训

Training date: 培训时间

2018

City	Module	Training date	Training date	Training date
Shanghai 上海	Module 1	3.23-25	6.22-24	9.14-16
	Module 2	4.27-29	7.27-29	10.26-28
	Module 3	5.25-27	8.24-26	11.23-25
Beijing 北京	Module 1	3.23-25	7.20-22	11.23-25
	Module 2	4.20-22	8.24-26	12.21-23
	Module 3	5.18-20	9.14-16	
Guangzhou 广州	Module 1	4.27-29	8.17-19	
	Module 2	5.25-27	9.14-16	
	Module 3	6.22-24	10.26-28	
Qingdao 青岛	Module 1	3.30-4.1	11.23-25	
	Module 2	6.08-10	12.21-23	
	Module 3	6.29-7.1	1.11-13	
Chengdu 成都	Module 1	4.27-29	8.03-05	
	Module 2	5.11-13	9.07-09	
	Module 3	6.22-24	10.27-29	
Wuhan 武汉	Module 1	5.11-13		
	Module 2	6.22-24		
	Module 3	6.08-10		
Hangzhou 杭州	Module 1	4.13-15	8.10-12	
	Module 2	5.18-20	9.14-16	
	Module 3	6.22-24	10.12-14	
Dalian 大连	Module 1	4.06-08	11.9-11	
	Module 2	5.11-13	12.14-16	
	Module 3	6.8-10	1.04-06	

注：如果人数足够多，可以考虑引入到企业内部培训。

## Exam time: 考试时间

春季考试	夏季考试	秋季考试
2018年3月24—25日	2018年7月14—15日	2018年11月10—11日

## Who Should Attend:

Supply Chain Directors, Managers, Supervisors and professionals in Purchasing, Project Management, Materials Management, Operations, Supplier Quality Assurance, Finance, Planning, Logistics and other related functions.

### ■ 谁应该参加:

供应链总监, 经理, 主管和采购, 项目管理, 材料管理, 运营管理, 供应商质量保证, 财务。计划。物流和其他相关专业人士。

### ■ Fee:

18,280 RMB ( 3 modules/ 9 days ) (Language :Chinese)

In which: Training fee 10,800 RMB, Copyright expenses :2,180RMB, Examination and certification fees 4,320RMB, Members fee 980 RMB,

### ■ 费用:

费用: 18,280 RMB (3 模块/9 天) (语言: 中文)

其中: 培训费用 10,800 元, 版权费用: 2,180RMB, 考试及认证费用: 4320RMB,  
会员费用: 980RMB

(CPSM) A supply manager provides leadership by aligning resources to define and satisfy diverse internal and external customer needs through the acquisition and ongoing management of materials and services. CPSM is an upgrade to the renowned C.P.M. program, to expand the horizon and bring the 30 year-old successful certification up to date for today's global supply chain environment. The training is a world-class program designed to consolidate and strengthen professional competency, and greatly reduce the time required to study and enhance the chance to pass the CPSM exams. CPSM designation is globally the most recognized designation for supply management professionals. The program is designed for experienced supply managers, and focuses on managerial and leadership skills, plus a variety of specialized functions designed to enhance the value of the profession. To compete in today's environment, supply managers must learn to think strategically, broaden their perspective, and view themselves as service providers.

(CPSM) 供应经理提供了领导职能。经过资源的整合来明确并满足内部和外部客户的多元化需求, 在此过程中加强对材料和服务进行获取和管理。CPSM 是著名的 C. P. M. 项目的升级项目, 也是将过去 30 年成功的认证经验用于今天全球供应链环境的进一步扩展。此项目是用来巩固和强化职业竞争力的世界级的培训项目。并大大减少了学习 CPSM 的时间和增加了通过 CPSM 考试的机会。CPSM 是针对供应管理专业人士设计的认证项目。

此项目专门针对有经验的供应经理设计, 并注重管理和领导技能以及增加职业价值的特定的各种特定的功能。面对今天的竞争环境, 供应经理必须学会战略性的思考。扩充视野并把自己当成服务的提供者。The CPSM Exam is a criterion-referenced occupational certification test, designed to determine whether a candidate is qualified to attain the premier designation of Certified Professional in Supply Management (CPSM) Candidates must pass Modules 1 through 3 of the CPSM Exam, and then apply for their certification.

CPSM 参照了标准的职业资格认证考试, 是针对参加考试的申请人是否能够获得 CPSM 的资格认证。申请人必须通过三个模块的 CPSM 考试, 并申请认证。

## Course Outline:

### Module 1 Foundation of Supply Management 供应管理基础

Contracting and Negotiation 合同和谈判

Cost & Finance 成本和财务

International 国际化

Social Responsibility 社会责任

Sourcing 寻源

Supplier Relationship Management 供应商关系管理

### Module 2 Effective Supply Management Performance 高绩效的供应管理

Forecasting 预测

Logistics 物流

Material and Inventory Management 材料和库存管理

Organization & Dept Assessment 组织/部门评估

Planning 计划

Product Development 产品与服务开发

Project Management 项目管理

Quality 质量

### Module 3 Leadership in Supply Management 供应管理领导力

Leadership 领导力

Risk & Compliance 风险与合规

Strategic Sourcing 战略寻源

#### ■ Training experts:

ISM & CFLP qualified CPSM Trainer

#### ■ 培训专家:

经过美国供应管理协会和中国采购联合会培训并授权认可的资深采购培训专家

#### ■ How to Register

Fill in the application form with payment certificate copy mail to [cpsmchina@cpsm.org.cn](mailto:cpsmchina@cpsm.org.cn) 李冰

A week before the commencement of the training for personnel will receive confirmation

#### ■ 如何报名:

填妥以下报名回执连同付款凭证复印件邮件至: [cpsmchina@cpsm.org.cn](mailto:cpsmchina@cpsm.org.cn) 李冰。

开课一周前参加人员将收到《培训确认通知》

## Course Outline: 课程大纲

## **Foundation of Supply Management Course Outline CPSM1 (3days)** 供应管理基础课程大纲

### Course Overview:

This course focuses on strategic supply management world class best practices and includes a comprehensive body of knowledge in the Foundation of Supply Chain Management.

本课程着重世界级战略供应管理最佳实践并包含了基础供应链管理的知识体系。

### Who should attend:

Professional practitioners at all levels who aspire to broaden and raise the level of their Supply Chain skill sets in the topics listed below.

### 谁应参加:

希望提升和扩展如下供应链管理技能的各个层面专业人士

## **Contracting and Negotiation**

- Prepare solicitation for competitive bids, quotations and proposals with specs, terms and conditions.
- Develop strategies and tactics for negotiations, including definition of roles and responsibilities.
- Lead / conduct / support negotiations with suppliers to obtain desired results.
- Manage the preparation and / or issuance of contracts / purchase orders / agreements.
- Administer contracts / purchase orders from award to completion or termination

## **合同和谈判**

准备竞争性投标、报价和建议书，以及相关的规范、条款和条件。

准备和制定谈判战略、战术，包括团队成员角色的责任界定。

领导/进行/协助与供应商间的谈判，以取得理想成果。

管理筹备和/或发布合同/采购订单/协议。

管理合同/采购订单，从下单/签合同到完成或终止。

## **Cost-Finance**

- Prepare and / or administer a supply management department budget.
- Develop a cost management program strategies for purchases.
- Identify savings potential and opportunities and strategies for specific categories through analysis.
- Perform cost / benefit analyses on acquisitions.
- Factors in a lease / buy decision
- Legal / accounting considerations
- Develop financing and leveraging strategies for purchases

## **成本和财务**

筹备和/或管理供应管理部门预算。

开发采购成本管理计划战略。

通过开支分析，确定节支潜力和机会，以及针对具体采购类制定战略。

执行成本/采购效益分析。

开发融资并利用采购战略。

## International

- Identify and assess international markets to source goods and services.
- Develop international sources of materials and service
- Develop and maintain documentation regarding cross-border transactions
- Develop and act upon a code of business conduct for the supply management function and suppliers.
- Establish and monitor environmentally responsible and compliant programs life-throughout
- Implement, monitor and promote organizational and supply chain safety policies and procedures.

## 国际化

确定并评估国际市场的商品和服务采购。

制定物料和服务的国际采购。

制定和维护跨境交易文件。

为供应管理部门和供应商制定商业行为准则，并身体力行。

在整个供应链和产品的生命周期内，建立并监测环保方案。

实施、监督和推广组织和供应链的安全政策、程序。

## Sourcing

- Analyze potential sources of goods or services.
- Evaluate competitive offerings to determine overall best offer for a product / service.
- Plan and communicate sourcing and supply strategies based on forecasted data.

## 寻源

分析潜在商品/或服务的来源。

评估多家有竞争力的供应商，以确定获得最佳的产品/服务。

基于预测数据，制定寻源和供应战略，并沟通给相关部门。

## Supplier Relationship Management

- Develop / manage effective relationships with suppliers.
- Develop / implement a supplier diversity program.
- Develop new supplier qualification plans and reports
- Conduct supplier performance evaluations.
- Develop and execute supplier exit strategies.

## 供应商关系管理

开发/管理与供应商的高效关系。

开发/实施供应商多样化方案。

开发新的供应商认证计划并确保元件、材料和供应商符合规定的要求（法规、安全性、可靠性、质量）。

进行供应商业绩评估。

制定和执行供应商的淘汰战略。

## Effective Supply Management Performance Course Outline CPSM 2 (3days)

高绩效的供应管理课程大纲

### Course Overview:

This CPSM course focuses on leadership in supply management world class best practices and includes a comprehensive body of knowledge in Effective Supply Management Performance in Supply Chain Management.

本课程注重世界级供应链管理领导力的最佳实践，并包含了供应链管理中高绩效的供应管理的知识体系。

Who should attend:

Professional practioners at all levels who aspire to broaden and raise the level of their Supply Chain skill sets in the topics listed below.

谁应参加:

希望提升和扩展如下供应链管理技能的各个层面专业人士

### Forecasting

- Perform analysis and provide data for global and domestic conditions
- Develop supply forecast and manage forecasts with suppliers
- Manage forecast with suppliers

### 预测

分析当前、未来的国际/国内市场条件、行业最佳水平（benchmarks）以及行业发展趋势，提供数据给管理层和使用部门。

基于经济、竞争力、技术、市场和汇率趋势等影响采购的因素，制定供应预测。

跟供应商一起管理预测数据。

### Logistics

- Layout facilities
- Traffic/Distribution policies
- International transportation and hazardous materials
- Management of receiving and delivery to include damage claims

### 物流

设计/修改物流设施的布局和设备设计，用以支持商业模式，提高生产力并降低运营成本。

指导运输/分销政策和流程，确保材料流动通畅和货物运输的最佳整合。

管理国际运输、收据和文件，以确保所有政府进口、出口、危险材料和空运管制条例。

解决交付/接收中出现的问题，包括货物丢失和损坏的索赔。

### Materials & Inventory Management

- Standardization Program
- Warehouse & Inventory Management system
- The movement of equipment and assets within the organization
- Oversee multi-channel plans for excess inventory and finished goods

### 材料和库存管理

开发/实施材料和/或服务的标准化方案。

开发/实施仓库和库存管理系统。

协调和/或监察组织内的设备和资产的流动。

对于过剩品和成品，制定、监督和执行多渠道处置方案。

### Organization/Department Assessment

- Business Planning and plan monitoring
- Performance Criteria
- Tools to measure, report and improve compliance with supply management practices
- Analyze supply management audit reports

## 组织/部门评估

监督对业务计划的执行工作情况，并采取行动来解决差异和或对计划做适当调整。  
制定业绩评估标准并考核供应管理人员的业绩。  
开发工具和流程，以统计、汇报和改善对供应管理政策的合规。  
分析并解决供应管理审计中出现的问题

## Planning

- Implement requirements planning (MRP)
- Develop, implement and monitor forecasting and operations planning

## 计划

实施或利用需求计划（如 ERP，MRP，MRP II，DRP，DRP II，WMS），来协调供应管理和公司业务运作，以支持组织战略。

制定、实施、维护并监控预测、业务计划，调度和库存控制功能，以确保产能和资源的最佳利用。

## Product and Service Development

- Participate in product/service development that support marketing
- Manage ramp-up strategy to full scale production
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## 产品与服务开发

参与产品/服务开发或改变规范/要求，来支持公司的销售和营销活动，以满足客户需求。  
管理新产品/服务初始阶段的热身战略，实施规模化生产。

## Project Management

- Perform project management activities representing supply management
- Implement a continuous improvement process

## 项目管理

代表供应管理组织，进行项目管理活动。  
根据公司目标，在供应链管理领域实施持续提高流程。

## Quality

- Administer a supplier certification program
- Develop measurements for continuous quality improvement
- Evaluate quality requirements to continuously improve supplier performance

## 质量

开发/管理供应商的认证程序。  
针对质量的持续改进和目标设定，制定统计方法。  
开发、统计和评价质量要求，不断提高供应商的绩效。

## Leadership in Supply Management Course Outline CPSM 3 (3days)

### 供应管理领导力的课程大纲

#### Course Overview:

This CPSM course focuses on leadership in supply management world class best practices and includes a comprehensive body of knowledge in the Leadership of Supply Chain Management.

本课程注重世界级供应管理领导力的最佳实践，并包含了供应链管理中高绩效的供应管理的知识体系。

Who should attend:

Professional practioners at all levels who aspire to broaden and raise the level of their Supply Chain skill sets in the topics listed below.

谁应参加:

希望提升和扩展如下供应链管理技能的各个层面专业人士

### Leadership

- Represent the supply management in organization decisions
- Develop and implement business plans
- Develop, implement and monitor a strategic supply management plan
- Plan, develop and provide operating policies guidelines and procedures
- Develop and implement changes to organizations supply management policies
- Participate in company acquisitions/mergers/divestitures
- Represent the supply organization in meetings with corporations and government
- Lead or participate in cross-functional and/or multifunctional teams
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### 领导力

代表供应管理部门，参与组织范围或具体项目的目标设定、预算、人员编制和政策的决策。制定并实施业务计划以满足客户服务、企业利润和股本回报目标。

根据市场情况、业务需求和现有资源，制定、执行和监控供应管理战略计划和运作计划。计划/开发/提供运营政策、纲要和程序。为达到最佳的结构的需要做必要修改。

如有需要，对组织的供应管理政策做出变化。

参与公司的收购、兼并、资产剥离，确保供应的连续性，并捕捉协同过程中带来机会。

代表供应组织去会晤企业、政府机构、专业协会和其他组织。

领导或参与跨职能和/或多功能组（如项目管理、流程改善、国际团队）。

### Leadership

- Disseminate information and promote training
- Market the value of strategic sourcing
- Evaluate the supply management organizational structure
- Hire, develop, retain, promote supply management personnel
- Supervise and lead human resources to achieve initiatives
- Conduct and authorize job training
- Develop evaluate relationships with internal departments
- Develop criteria for evaluating supply management departments
- Conduct role design evaluation and potential job redesign requirements.
- Create and manage a succession plan

### 领导力

传播信息，推广与供应管理政策和程序相关的培训。

向管理层、内部用户推销战略寻源的价值、寻源战略和措施。

评估供应管理的组织结构，如有需要，适当调整以以达到最佳的结构。

雇佣、发展、挽留晋升和/或解雇供应管理人员。

监督、领导人力资源以实现倡议。

培训在职的工作人员，或授权他们参加工作培训。



发展/管理/评估/统计与内部别的部门的关系。  
制定/使用为评估供应管理部门绩效制定的标准。  
进行角色设计评估以及潜在岗位重新设计的要求。  
创建并管理一个人员继承计划，合理分配工作任务，为员工提供职业发展和成长机会。

## Risk and Compliance

- Develop a risk profile
- Implement risk management
- Implement processes in consideration of legal issues
- Develop maintain a database and physical filing system
- Verify relevant financial transactions to third parties
- Assess risk from end of life cycle
- Manage and control storage/disposal of hazardous materials

## 风险与合规

根据现有的合同、有关法律、法规和组织政策，制定、实施和管理风险战略。  
制定和实施风险管理和/或索赔管理程序（例如侵犯版权、专利侵权、骚扰）。  
根据法律要求，实施供应管理流程。  
对相关信息，开发/实施/维护数据库/备案系统。  
验证有关第三方的财务交易和承诺确实存在、准确、完整。  
对市场上产品生命周期终止的问题进行风险评估，并对产品的所有部件建立适当的风险规避计划。  
对危险/管制物资，做好储存、处置工作，并做好相应的文档。  
遵守程序，防止歧视、骚扰；如有发生，做出合适应对。

## Strategic Sourcing

- Establish and execute strategic sourcing plans
- Establish and standardize strategic sourcing procedures
- Identify, evaluate, select and implement technologies
- Leverage spend through identification, prioritization and execution
- Conduct analysis for in sourcing or outsourcing strategy
- Create new systems and process improvement to help sales goals

## 战略寻源

在与组织目标和采购策略保持一致性的前提下，建立和执行战略寻源计划。  
建立并规范化战略寻源程序以及改进业务流程。  
确立、评估、选择和实施相关技术，支持在整个组织内部的供应管理职能。  
分析、制定和执行战略，确定优先级别，充分利用（针对供应商-译者注）采购开支上的优势。  
通过分析来确定内包和外包战略。  
创建新的系统和流程改进，帮助组织实现销售目标。