

CPPM - Certified Project Procurement Manager

Introduction: Acquiring high level skills, knowledge and techniques through the international recognized approach and practice of Project management. This unique programme takes you through the very basics of becoming Chartered Project management Professional, irrespective of your field of expertise. It also facilitates the effective management of projects, balancing the effects of time, cost, quality and stakeholders.

Programme Description: This course is based primary on the Project Management Body of Knowledge (PMBOK Guide) standard and certification processes. It is a comprehensive course that will assist individual in preparing for the CPMP- CIPM and PMP- PMI certifications.

Target Participant: This course is designed for Experienced Project Manager, Senior and Middle-level Management, Investment Experts, Management Trainers, Supervisors, Team Member, Graduate Student and all who want to increase their earning level and their project management skills.

Duration: 3 Months **Application Form:** £20 GBP **Course Fee:** £250 GBP

Package Covers: Copy of the PMBOK Guide 4th Edition, Training Manual, Practical Project Management Questions and Answer Test and Certificate.

Method of Studies: Online or Distance learning

Methods of Assessment: Coursework, Assignments, Thesis & Case study analysis only

Awarding Body:

Chartered Institute Project Management in partnership with the prestigious West Coast University, Panama. **(CPPM - Certified Project Procurement Manager)**

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Recognitions: All programmes are approved and accepted for further progression by the followings:

- West Coast University, Panama, Central America. www.westcoastuniversity.edu.pa
- Chartered Institute of Project Management. www.cipmglobal.org
- Chartered Institute of Supply Chain Management. www.ciscmgh.org
- College of Supply Chain Management, United kingdom, www.coscm-ng.org

Entry Qualifications:

- Applicants should possess a minimum qualification of a Diploma, Advance Diploma, HND, Bachelors, Masters Degree holders or its equivalent in any field of studies.
- Professional qualifications, e.g., PMI, APM, ICM, BCS, ILM, IAM, CIMA, ACCA, CIM, LCM.etc.
- Matured students with not less than 10 years working experience in team management and supervisory duties.

Analyse your own and others' negotiation skills for project managers and learn how to turn conflict into an advantage.

This Course is perfect for:

- Learning to negotiate with suppliers and colleagues for win-win outcomes
- Discovering how to negotiate both as an individual and as a group

You Will Learn to:

- Use competitive and collaborative negotiation strategies with success
- Recover a stalled negotiation using breakthrough techniques adjust your negotiating style to match the preferences of the other party
- Deactivate the impact emotions and focus on finding agreement
- Apply negotiation skills for efficient cost and schedule performance
- Plan strategies to effectively develop and manage collaborative relationships critical to your project

Course Overview

Project procurement has been a timing issue in this 21st century; this call for a special field of study, termed certified project procurement manager, thus, organizations must learn how to be strategic and competitive towards achieving strategic edge so as to procure value able projects. The student will learn qualitative strategy and skills needed for project procurement in a stiff and competitive environment.

Course Outlines

1. Negotiation in the Project Environment

1. Stakeholder Analysis
2. Negotiating with key stakeholders
3. Negotiation and the triple constraint
4. Issues throughout the project lifecycle

2. Natural Tendencies in Negotiation

1. Negotiating from positions

2. Transformation of goals
3. Destroying trust
4. Need to win
5. Emotional reaction

3. Developing the Best Alternative to Negotiated Agreement (BATNA)

1. Defining BATNA
2. Determining the need to negotiate
3. Strengthening the BATNA
4. Using BATNA
5. The other party's BATNA

4. The Two Major Schools of Negotiation: Competitive and Collaborative

1. Competitive Negotiation
2. Determining primary and secondary issues
3. Establishing maximum and minimum positions
4. Defining the conflict range
5. Assessing the negotiation range

5. Understanding and Developing Your Negotiation Style

1. Myers-Briggs Type Indicator® (MBTI) and communication style
2. Personality preferences and style
3. Temperament Theory and collaboration

6. Collaborative Negotiation: Creating Win-Win by Exploring Differences

1. Clarifying interests
2. Developing options
3. Establishing Criteria

7. Negotiating Within the Team

1. Identifying interests
2. Defining the process
3. Determining roles

8. Negotiating Between Teams

1. Establishing an approach
2. Monitoring the dialogue
3. Clarifying all interests

9. Preparing to Negotiate Your Project

1. Analysing your situation
2. Predicting the other party's situation

10. Dealing with Conflict in Negotiations

1. Insights from MBTI®
2. Sequence of strengths as conflict escalates

11. Breakthrough Strategies to Get Past "No"

1. Managing emotional content
2. Reframing vs. reacting
3. Building a golden bridge
4. Educating vs. escalating

12. Maintaining and Building Your New Skills

1. Personal Action Plan
2. Other useful strategies for long-term gains