The Chartered Procurement Professional

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Leading global excellence in procurement and supply
Introducing CIPS

Chartered Body

Charitable Status

Awarding Body

Membership Organisation

CIPS for Business

Leading global excellence in procurement and supply
Beyond Cost Savings

Managing Risk

Win New Business

Social Value

Intelligent Spending

Transparency and Integrity

Relationship Experts

Driving Innovation

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Artificial Intelligence and Big Data

- Those implementing this technology are **not seeking** our permission to implement
- Algorithms with **intelligence** can replace large parts of our roles
- **Shrinking** the bottom tier of the profession?
- Their arrival is **raising** the intellectual entry point
Our Profession’s Evolution

- Cost Management
- Sourcing
- Contract Management

- Category Management
- Upstream Procurement
- Supplier Management

- Protecting the Enterprise
- Advantages through supply networks
- Enterprise development

STAKEHOLDER EXPECTATION

PROFESSIONS IMPACT

PURCHASING

PROCUREMENT

SUPPLY CHAIN

Leading global excellence in procurement and supply
# The Burning Platform

<table>
<thead>
<tr>
<th>Ethics &amp; Transparency</th>
<th>Fraud</th>
</tr>
</thead>
<tbody>
<tr>
<td>• 29.8m people are forced to live in slavery around the world today</td>
<td>• Corruption adds 10% to the cost of business and 25% to public procurement in developing countries</td>
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<tr>
<td>• Every day 6,000 people around the world die from work-related accidents or diseases</td>
<td>• More than US $1 trillion are paid in bribes annually</td>
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<td>• Integrity in food supply chains is at a low</td>
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</table>
Driving Blind

How much visibility of supply and capacity information do you have across your suppliers and logistics partners?

- **No Visibility**: Little to no Tier 1 supplier visibility
- **Some Visibility**: Limited Tier 1 supplier visibility, but not Tier 2 and beyond
- **Enhanced Visibility**: Tier 1 supplier visibility and some Tier 2 supplier visibility
- **Complete Visibility**: Tier 1, 2, and beyond supplier visibility

Without full visibility of the supply chain organisations are at risk of:

- Unknowingly acting illegally
- Reputational damage
- Potential supply disruption
- Increased costs

How much visibility of supply and capacity information do you have across your suppliers and logistics partners?

- 49%
- 32%
- 9%
- 4%

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The Professional Licence

Advanced Licence
Raising the Bar

- More than US $1 trillion are paid in bribes annually
- 29.8m people are forced to live in slavery around the world today

Licensed Profession
Barrier to Entry

- Integrity in food supply chains is at a low
- Corruption adds 10% to the cost of business and 25% to public procurement in developing countries

Policy Statement

Leading global excellence in procurement and supply
A comprehensive competency framework to enhance organisational and individual procurement performance

**What does it do?**

*It identifies:* KNOWLEDGE, CAPABILITIES, BEHAVIOURS
## Structure of The Global Standard

### THE FIVE LEVELS OF COMPETENCY

<table>
<thead>
<tr>
<th>Level</th>
<th>Description</th>
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<tbody>
<tr>
<td>Tactical</td>
<td>Applies key tasks associated with the work of procurement and supply.</td>
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<tr>
<td>Operational</td>
<td>Provides advice and guidance to key stakeholders on the performance of organisational procedures and Processes connected with procurement and supply.</td>
</tr>
<tr>
<td>Managerial</td>
<td>Develops, improves and fulfils organisational and functional objectives in procurement and supply.</td>
</tr>
<tr>
<td>Professional</td>
<td>Formulates direction and advice, manages change, and leads and influences both internal and external stakeholders in Procurement and supply.</td>
</tr>
<tr>
<td>Advanced Professional</td>
<td>Leads procurement teams within an organisation and influences the board to adopt leading-edge procurement strategies and establish best practice. Influences supply markets with innovative sourcing solutions.</td>
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</tbody>
</table>
Leading global excellence in procurement and supply
A Leader of procurement teams and board level influencer who adopts leading-edge procurement strategies, influencing supply markets with innovative sourcing solutions.
## Capability Development

### Procurement Leadership

#### Chartered Status

<table>
<thead>
<tr>
<th>THEMES</th>
<th>SEGMENTS</th>
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<tbody>
<tr>
<td>1</td>
<td>Position and influence of Procurement and Supply</td>
</tr>
<tr>
<td>2</td>
<td>External Environment in Procurement and Supply</td>
</tr>
<tr>
<td>3</td>
<td>Technology in Procurement and Supply</td>
</tr>
<tr>
<td>4</td>
<td>Spend Management in Procurement and Supply</td>
</tr>
<tr>
<td>5</td>
<td>Contracting in Procurement and Supply</td>
</tr>
<tr>
<td>6</td>
<td>Sourcing in Procurement and Supply</td>
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<tr>
<td>7</td>
<td>Delivering Outcomes in Procurement and Supply</td>
</tr>
<tr>
<td>8</td>
<td>Metrics and Measurement in Procurement and Supply</td>
</tr>
<tr>
<td>9</td>
<td>Developing Individuals and Teams in Procurement and Supply</td>
</tr>
<tr>
<td>10</td>
<td>Developing Self and Personal Skills in Procurement and Supply</td>
</tr>
<tr>
<td>11</td>
<td>Ethics in Procurement and Supply</td>
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<tr>
<td>12</td>
<td>Strategic leadership in Procurement</td>
</tr>
<tr>
<td>13</td>
<td>Managing Ambiguity in Procurement</td>
</tr>
<tr>
<td>14</td>
<td>Establishing Standards in Procurement and Supply</td>
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*CIPS Global Standard – Advanced competency level*
CIPS for Business

For more information: www.cips.org/CIPS-for-Business