



Certification training

Certified International Purchasing/Procurement Manager

CIPM

Preparation for the IPSCMI CIPM exam

Training for the IPSCMI CIPM exam in international procurement: when to buy abroad, how to qualify a distant supplier, calculate landed cost, choose delivery terms and negotiate across cultures.

Delivered by Vertex Business, a professional certification training provider.



38 topics
in the IPMBOK



Level two
of the purchasing track



Global sourcing
from source to arrival



Plan with us
before you enrol

Program details and enrolment

vertexbusiness.xyz/programs/cipm?lang=en

Buying across borders changes the arithmetic.



About the training

The lowest price in a foreign quote is not always the lowest cost. CIPM covers what changes the decision in global sourcing: freight, duties and risk, the law that governs the contract, delivery terms, and how negotiation differs between cultures.

The exam at a glance

80	3	38
questions	hours	topics
multiple choice	exam time	in the IPMBOK

Per IPSCMI's CIPM page, accessed 15 October 2026. The exam is proctored, and the credential is renewed every five years.

What the exam measures



Global sourcing knowledge

Terms and rules such as Incoterms, the CISG and sourcing levels.



Judgement in context

Choosing the right supplier, term or negotiation approach for a cross-border deal.

APPLIED ITEMS

How to read a cross-border deal item

01

Find the deal stage

Sourcing decision, supplier qualification, contract or shipping?

02

Cost beyond price

Freight, duties, insurance and stock in transit.

03

Mind the other party

Their country's law and negotiating culture.

For those who buy from suppliers abroad, or manage people who do.



This suits you if you:

- ✓ **Hold CIPP or an equivalent**
And want to move from domestic to international buying.
- ✓ **Deal with overseas suppliers**
And need a method to qualify and compare them.
- ✓ **Review import contracts**
And want to understand delivery terms and governing law.
- ✓ **Negotiate with foreign partners**
And find the local approach does not always work.



Roles at this level

Illustrative roles that use this knowledge; IPSCMI does not require a specific job title.

- ✓ **International purchasing manager**
Decides what to buy locally, what to import and from which market.
- ✓ **Strategic sourcing officer**
Finds new suppliers and evaluates them before contracting.
- ✓ **Import specialist**
Follows shipping terms, documents and arrival of goods.
- ✓ **Supply contract negotiator**
Drafts commercial terms with parties from different cultures.

ELIGIBILITY AND EXAM

Before you apply for the exam

Entry condition

An Associate (AA) degree or 3+ years' experience, plus CIPP or an equivalent.

The exam

80 multiple-choice questions in three hours, proctored.

Equivalence and where to apply

What counts as equivalent to CIPP, and how to apply in your country: check with the issuer.

Eligibility and exam on IPSCMI's official page [↗](#)

Six topic groups from the IPMBOK

The IPMBOK lists 38 topics in international purchasing and sourcing. We group key ones into six sets for study; these are not official weighted domains.

Topic groups from the IPMBOK

Domestic vs Global Purchasing

Reasons to buy abroad
Levels of global sourcing

Qualifying Offshore Suppliers

Selection criteria
Supplier visits and evaluation

Total Landed Cost

Freight, duties and insurance
Comparison with a local option

Domestic Law and CISG

Law governing the contract
Resolving cross-border disputes

Incoterms

Transfer of risk and cost
Choosing the right term

International and Cross-Cultural Negotiation

Differing negotiation styles
Preparing for an international session



The full list is wider than these groups

The IPMBOK has 38 topics, and any of them can be examined. Review the full list on IPSCMI's page before the exam, and use the six groups as a way in.

Source: IPSCMI's CIPM page, accessed 15 October 2026. The six groups are a selection of IPMBOK topics; items under each are an illustrative summary.

One import deal from idea to arrival.

The training follows a single international purchase through its stages, with its data changing in each axis.

01 Sourcing decision and supplier

When buying abroad pays off, at what level, and how to qualify a supplier you do not see every day.

Applied example An Asian plant quotes a quarter below the local price.

02 Cost, terms and law

Calculating landed cost, choosing an Incoterms rule, and how the CISG affects the contract.

Applied example Goods are damaged at sea: who bears the loss?

03 International negotiation

Preparing to negotiate with another culture, reading their style, and adapting without giving up your goal.

Applied example A supplier avoids a direct answer to a price-cut request.

LEARNING OUTCOMES

What you will be able to do

01 Calculate landed cost

And compare it with a local quote on one basis.

02 Choose a delivery term

Suited to the goods and the shipping route.

03 Evaluate an overseas supplier

With written criteria before the first order.

04 Prepare an international negotiation

That accounts for both law and culture.

Global sourcing is mastered through calculation and comparison.



Landed-cost worksheets

Cost a real deal line by line, then change the delivery term and see the difference.

Turns Incoterms into numbers, not jargon.



Negotiation scenarios

Short scenarios with parties from different cultures; pick a response and justify it.

Negotiation items test judgement, not recall.

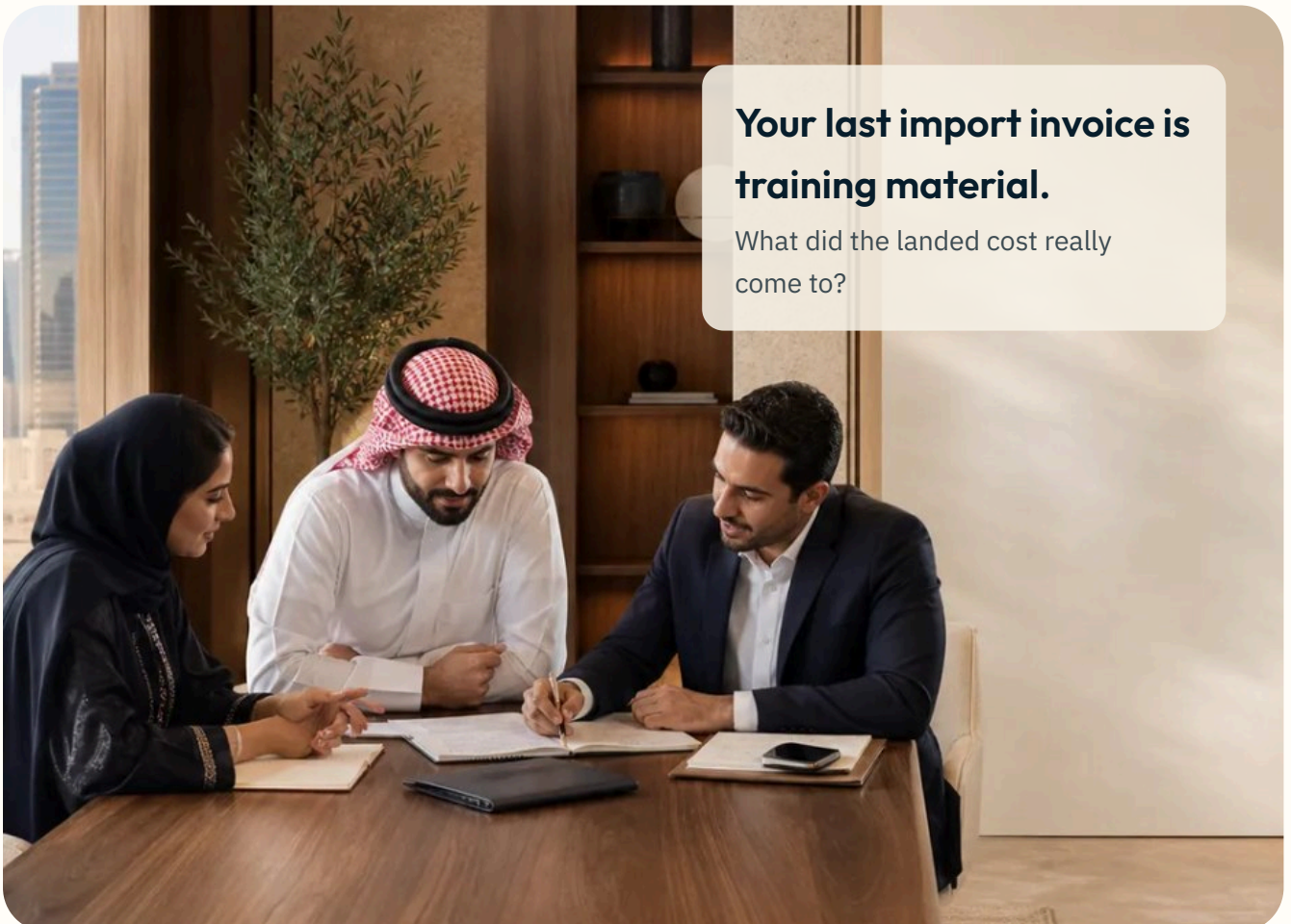


A plan that fits your time

Study format, dates and any accompanying materials are confirmed with the Vertex Business team before enrolment, based on your level and available time.

Your last import invoice is training material.

What did the landed cost really come to?





STUDY PLAN

A practical plan from your starting point to exam day.

01 Read the topic list

All 38 IPMBOK topics in one sitting.

02 Start with the sourcing decision

Domestic versus global buying and its levels.

03 Master the calculation

Landed cost across several examples.

04 Study terms and law

Incoterms, the CISG and transfer of risk.

05 Practise negotiation

Cross-cultural scenarios, justifying each choice.

06 Revise against the clock

80 questions in 180 minutes, focusing on your errors.

Rule items

What a delivery term or CISG provision means.

Deal items

Choosing the best decision in a specific cross-border purchase.

“What impressed me most was the trainer’s care that the information landed and that everyone had a chance to take part... and pointing out what matters most in the material.”

— CPTD learner about the trainer after a session · translated from Arabic · published on the Vertex site

“An excellent session. I learned important things about the certification and benefited a lot... everything was explained so clearly that I had no questions left.”

— SHRM learner after a live session · translated from Arabic · published on the Vertex site

“This achievement would not have been possible without the support, guidance and training I received... which prepared me for the exam.”

— Learner who earned CPTD · translated from Arabic · public post shown on the Vertex site



About Vertex Business

Vertex Business provides professional certification training in talent development, human resources and project management, alongside a professional diploma in medical research and team training for organizations. Training pairs Arabic explanation that keeps the exam’s English terminology with application to real workplace decisions.

[Company details](#)



Booking the exam

Applications, fees and scheduling for the CIPM exam are handled by IPSCMI or its partner in your country.

[Official IPSCMI CIPM page](#)

COMPLETION CERTIFICATE AND PROFESSIONAL CREDENTIAL

Training completion requirements and the Vertex Business completion certificate are confirmed in the enrolment details.

The CIPM professional credential itself is awarded by IPSCMI under its own requirements, after you pass its assessment.



Discuss your goal and choose how to study.



Scan with your phone camera

YOUR NEXT STEP

- ✓ Training topics and outcomes
- ✓ A level that fits your experience
- ✓ Available study formats and dates
- ✓ Details and price confirmed before enrolment

Open the program page →

01

Open the program page

Scan the code or tap the link.

02

Discuss your goal

Use the WhatsApp button on the program page.

03

Confirm the details

Study format, dates and price before enrolment.

vertexbusiness.xyz/programs/cipm?lang=en