



THE SOURCE FOR PURCHASING

The European Institute of Purchasing Management (EIPM)

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## EIPM TRAINING MODULES: 2010 CALENDAR

EIPM TRAINING MODULES	LENGTH	SPRING SESSION	FALL SESSION
<b>EIPM CERTIFYING COURSES: LEVEL 1 – PROFESSIONAL BUYERS</b>			
Fundamentals of Purchasing	3 days	8 <sup>th</sup> to 10 <sup>th</sup> Feb. 2010	6 <sup>th</sup> to 8 <sup>th</sup> Sept. 2010
Fundamentals of Cost Analysis	2 days	11 <sup>th</sup> to 12 <sup>th</sup> Feb. 2010	15 <sup>th</sup> to 16 <sup>th</sup> Nov. 2010
Financial Risks/Opportunities in Supply Management	3 days	22 <sup>nd</sup> to 24 <sup>th</sup> March 2010	11 <sup>th</sup> to 13 <sup>th</sup> Oct. 2010
Contract and Legal Aspects	2 days	25 <sup>th</sup> to 26 <sup>th</sup> March 2010	14 <sup>th</sup> to 15 <sup>th</sup> Oct. 2010
Fundamentals of Inventory Management	2 days	03 <sup>rd</sup> to 4 <sup>th</sup> May 2010	9 <sup>th</sup> to 10 <sup>th</sup> Sept. 2010
Practicing Advanced Negotiation and Techniques	3 days	5 <sup>th</sup> to 7 <sup>th</sup> May 2010	17 <sup>th</sup> to 19 <sup>th</sup> Nov. 2010
<b>EIPM CERTIFYING COURSES: LEVEL 2 – EXPERT BUYERS</b>			
Strategic Portfolio Management - KCM	3 days	22 <sup>nd</sup> to 24 <sup>th</sup> Feb. 2010	13 <sup>th</sup> to 15 <sup>th</sup> Sept. 2010
Supplier Relationship Management - SRM	2 days	25 <sup>th</sup> to 26 <sup>th</sup> Feb. 2010	16 <sup>th</sup> to 17 <sup>th</sup> Sept. 2010
Advanced Cost Reduction Tools	3 days	12 <sup>th</sup> to 14 <sup>th</sup> April 2010	25 <sup>th</sup> to 27 <sup>th</sup> Oct. 2010
Supplier Development and optimization	2 days	15 <sup>th</sup> to 16 <sup>th</sup> April 2010	28 <sup>th</sup> to 29 <sup>th</sup> Oct. 2010
The Soft Skills in Hard Negotiations	3 days	17 <sup>th</sup> to 19 <sup>th</sup> May 2010	29 <sup>th</sup> Nov. to 01 <sup>st</sup> Dec. 2010
Value Contribution	2 days	20 <sup>th</sup> to 21 <sup>st</sup> May 2010	02 <sup>nd</sup> to 3 <sup>rd</sup> Dec. 2010
<b>EIPM CERTIFYING COURSES: LEVEL 3 – PURCHASING MANAGERS</b>			
Purchasing Management: Strategies and Organisations	3 days	1 <sup>st</sup> to 3 <sup>rd</sup> March 2010	20 <sup>th</sup> to 22 <sup>nd</sup> Sept. 2010
Purchasing Management: Skills and Performance Indicators	2 days	4 <sup>th</sup> to 5 <sup>th</sup> March 2010	23 <sup>rd</sup> to 24 <sup>th</sup> Sept. 2010
Supply Chain optimization Management	2 days	19 <sup>th</sup> to 20 <sup>th</sup> April 2010	22 <sup>nd</sup> to 23 <sup>rd</sup> Nov. 2010
Leadership and Change Management	3 days	21 <sup>st</sup> to 23 <sup>rd</sup> April 2010	24 <sup>th</sup> to 26 <sup>th</sup> Nov. 2010