



Invest wisely in your people

Developed by our procurement experts, CIPS Training Needs Analysis provides a comprehensive summary of the current procurement knowledge and expertise of your people, both individually and as a team overall.

This allows you to identify and plan investment in the best training and development to meet your needs.

**Training
Needs
Analysis**

www.cips.org/employers



Topics assessed

Knowledge and awareness is assessed for ten key procurement competencies



Category Management



Sourcing & Tendering



Negotiation



Contracting



Contract Management



Supplier Relationship Management



Procurement Data Systems & Technology



Risk Management



Ethics in Procurement



Sustainability in Supply

The Benefits

○ Convenient

A straightforward, easy to access assessment that can be taken at any time.

○ Informative

Results clearly presented and easy to understand.

○ Valuable

Provides key information to plan the right investment to develop your people.

○ Consistent

Assessments aligned with CIPS Training and Development services and the CIPS Global Standard for Procurement and Supply.

How does it work?

All members of your team will be provided with an individual login to a secure on-line assessment comprising of 100 multiple choice questions covering a range of expertise for each competency. This can be done at any time and should take around 90 minutes.

Each participant will then receive a personalised report which includes:



A personal profile giving the percentage score for each competency, linked with a self-assessed confidence rating



A detailed description of the key elements of each of the competencies for reference



A comparison of the individual's score against the average for all participants in the company



A summary of strengths and development areas for the individual and the company

Using this information, CIPS can work with you to develop a relevant, targeted training plan. The ideal foundation for this is the CIPS Skills Training Portfolio, with courses aligned specifically to the ten competencies assessed. These can be delivered either virtually or face to face over one or two days in a package tailored for you. We can also build for you a dedicated on line Digital Academy as a more sustainable resource.



About CIPS the Chartered Institute of Procurement and Supply



We are CIPS

The global membership organisation for procurement and supply, driving positive change across our profession. We provide education and tools for members. And we are the voice and standard, building a network across the globe.

Quality guaranteed

Our qualifications are recognised by Ofqual in England and regulators in various countries, demonstrating that they meet specific quality standards.

The Global Standard

CIPS Global Standard in procurement and supply, which is freely available, sets the benchmark for what good looks like in the profession.

A commercial organisation

CIPS helps governments, development agencies, and businesses around the world to excel in procurement and supply, supporting them to improve and deliver results and raise standards.

A global community

With offices in Africa, Asia, Australia, the Middle East, Europe and USA we lead in education and training, we provide information and tools, and we help build capability within organisations. Through all our work, we are the voice and standard, building a global network to power our profession.

How can CIPS help?

No matter where you are in the world or what sector you operate in, CIPS can help to ensure that your procurement and supply teams:

- Have the skills to spend your organisation's funds wisely and manage suppliers effectively
- Comply with relevant legislation
- Have the tools to build ethical and sustainable supply chains
- Continually evolve and deliver results against increasingly challenging targets
- Add value to the business and get the recognition they deserve

Want to see how we can develop your procurement and supply team?

Get in touch with us: corporate.solutions@cips.org

www.cips.org/employers