

DISRUPT. INNOVATE. TRANSFORM



EXECUTIVE CERTIFICATE IN CONTRACT NEGOTIATION

SIPMM PROFESSIONAL EDUCATION
Foundation

SIPMM
SINGAPORE INSTITUTE OF PURCHASING
AND MATERIALS MANAGEMENT
Founded 1972

List of Organisations Supported by the Institute :



THE SIPMM EDGE



Global Recognition

SIPMM is a globally regarded professional body in the Logistics, Procurement and Supply Chain (LPS) sector.



Interactive Pedagogy

The interactive pedagogy of SIPMM brings learners stimulating and multidisciplinary learning under the mentorship of the thought leaders and subject experts who make up the faculty. You will hone your analytical skills, teamwork and communication skills.



Innovative Curriculum

Be future-ready with SIPMM Qualifications that combine relevant industry knowledge with business best practices.



Networking and Career Opportunities

Be a part of SIPMM's global network of LPS professionals. Take advantage of comprehensive guidance from our dedicated career services to aid your career transition or advancement.

WHY SIPMM EXECUTIVE CERTIFICATE IN CONTRACT NEGOTIATION?



OPEN DOORS TO A GLOBAL NETWORK

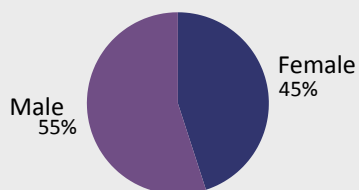
Sought after by employers worldwide, SIPMM graduates often progress to a higher level in their careers upon completion of SIPMM Qualifications. The programme also offers industry networking and career opportunities.

GAIN AN EDGE IN THE DIGITAL WORLD

Gain a competitive edge in the digital economy by equipping yourself with industry-relevant knowledge and working on a digital project module that combines industry best practices and techniques with emerging market developments.

LEARNER PROFILES

Class Profile



Gender
6 : 5



Average Age
35



Average Years of Work
Experience
7.8

Industries SIPMM Graduates Work In



Manufacturing
29%



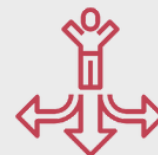
Logistics Service
Provider
28%



Wholesale, Retail
and F&B
10%



Building and
Construction
9%



Others
24%

Job Functions of SIPMM Graduates



Procurement
36%



Logistics
20%



Warehousing
19%



Supply Chain
19%



Others
6%



Ms Aida Amanda Atan , Class of 2020
Specialist Diploma in Digital Logistics

Managing Director
One Vibes Nation Vending & Franchise Management Pte Ltd

“What is special about SIPMM, you don't feel left out and age doesn't matter. This is the first time that I feel age is never a barrier in learning and SIPMM made us feel accepted and validated accordingly.”



Ms Lim Sin Chi , Class of 2020
Diploma in Logistics and Supply Management

Group Manager
NOK Precision Component (S) Pte Ltd

“The course has benefited me in my workplace and let me have a better understanding of the Logistics and Supply Chain Management in my company.”

INTAKE COMMENCEMENT AND FEES

EFFECTIVE FROM: 1 FEBRUARY 2024

The Executive Certificate qualification can be completed within **6 weeks**. The programme is intensive and requires learners to attend class sessions either once or twice a week. This course is scheduled to commence in the months of **January, April, July and October**.



Time : Weekday evenings 7pm to 10pm

Frequency : 1 to 2 classes per week

Venue : SIPMM @ Trade Association Hub

Fees : \$2,480 (Public) | \$2,320 (Member)

Intake Commencement Date for 2025 (Part-Time for 6 Weeks)

Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
20			14			14			06		

ELIGIBILITY CRITERIA :

Applicants are advised that this is a foundation level course, and the stated criteria are the minimum consideration for admission approval. All applications are subject to approval by the Academic Board.



An applicant must be at least 21 years old



At least 1 year of relevant work experience

ADMISSION PROCESS :



PROFESSIONAL EDUCATION OVERVIEW

2 MODULES



Skills Project



Contract Negotiation
Techniques
(Digital Learning)

WHAT WILL YOU LEARN?



Contract Negotiation Techniques (Digital Course)

Negotiation Models and Principles

Planning and Preparing for Negotiation

Negotiation Strategies, Tactics & Techniques

Interpersonal & Online Negotiation

Commercial Contract Clauses for Negotiation

ACADEMIC AWARD

• Learners must pass all modules to complete the course successfully and to be awarded the **Executive Certificate in Contract Negotiation**.

• For the Digital Learning module, learners who achieve a minimum score of 80% will also receive a **Certificate of Competency** that can lead to the professional designation as an **Accredited Sustainability Professional (ASP)**.

Eligibility Criteria for ASP:



Member of SIPMM



Attain 3 Certificates of Competency (CoC):
2 Procurement CoC | 2 Logistics or Supply Chain CoC
1 Sustainability CoC



SIPMM Alumni Status with 3 Years of Professional Experience

EXECUTIVE CERTIFICATE

1.5 Months (Part-Time)

GRADUATE DIPLOMA

6 Months (Part-Time)

MASTER OF BUSINESS ADMINISTRATION (MBA)

12-18 Months

DIPLOMA

6 Months (Part-Time)

PATHWAY

TO

MASTERS

ABOUT SIPMM



The Singapore Institute of Purchasing and Materials Management (SIPMM) is the nation's professional body for the LPS sector - the sector which includes professionals in Logistics, Procurement and Supply Chain. Since its founding in 1972, SIPMM has trained over 100,000 LPS professionals through its comprehensive suite of Specialised Qualifications, Executive Development Programmes as well as Specialised In-House Workshops across the region - which includes Multinational Firms, ICT Conglomerates, Governments, and the Armed Forces.

SIPMM is best recognised for founding the Official Singapore Purchasing Managers' Index (PMI) in 1998 and co-founding the Official China PMI in 2002. The Official Singapore PMI is the key barometer of the Singapore Manufacturing Economy, while the Official China PMI is widely regarded as a reliable indicator of the China Manufacturing Economy.

SIPMM co-founded the International Federation of Purchasing and Materials Management (now known as the International Federation of Purchasing and Supply Management) in 1974 and has actively collaborated with industry chambers such as the China Federation of Logistics and Purchasing, the Singapore Procurement Federation and the National Trades Union Congress.

With over 5 decades of Progressive Professional Development in Singapore and the region, SIPMM is committed to supporting professionals and organisations be Future-Ready for the Future Economy.



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