



A BUYER'S GUIDE FOR PROFESSIONAL DEVELOPMENT

Training for Industry Professionals



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Investing in training for yourself or the procurement, sourcing, and risk professionals in your organization is a big decision and one that SIG University does not take lightly. We also recognize that knowing how to select an educational provider and program may be foreign to you, but SIG University is here to help you navigate the decision-making process and choose the training that is the best option for you.

This Buyer's Guide for Professional Development is designed to simplify the selection and purchasing process for your training needs. The information in this guide will help address your concerns and educate you as you navigate the process of gaining a much-desired education in sourcing, supplier management, third party risk management and/or intelligent automation. If you still have questions after exploring this guide, we welcome you to reach out to our team to discuss any of your questions and concerns.

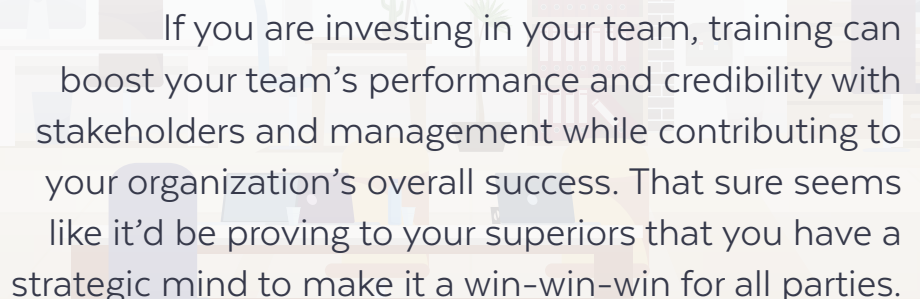


Training for Yourself

If you are an individual, investing in training is one of the best decisions you can make to increase your value and help advance your career. The skills developed and knowledge gained from specialized career training reap many benefits that will continue to reward you year after year. Additionally, earning a professional certification as a result of your training provides a sense of personal affirmation and accomplishment and brings you a greater sense of worth through personal growth and specialized knowledge. It not only strengthens your commitment to the profession, but also to your organization.



Training for Your Team



If you are investing in your team, training can boost your team's performance and credibility with stakeholders and management while contributing to your organization's overall success. That sure seems like it'd be proving to your superiors that you have a strategic mind to make it a win-win-win for all parties.

An education in procurement, strategic sourcing, supplier management, third-party risk management and related capabilities can bring you that win. Earning skills in these areas bring many benefits not only to the individuals who attain them, but also to the organizations that employ them. It also advances the profession as a whole along with increasing respect for those in that profession.



What are the Benefits of Investing in a Sourcing Certification Program?

Certifications in general bring an increased respect from peers and superiors as well as an increased likelihood of both financial and non-financial incentives and recognition including promotions, raises and bonuses. For organizations, it inspires ethical behavior, boosts productivity, generates increased organizational efficiencies and effectiveness, encourages leadership, aides in retaining skilled talent, and gives your clients and partners a greater confidence in your business. For the profession, it helps define responsibilities, provides a more capable workforce and enables it to advance strategically.





Can Sourcing Training Advance my Career and Increase my Income?

Yes! The right program and certification can help elevate your career and resume, plus it can increase your value and income. **Industry professionals with one or more advanced certifications earn an average of 15% more income than their counterparts without certification.** At the end of your sourcing training, it is critical that you should be able to assess and implement the following:

- Business “best practices” and theories in order to develop and continually improve company operations and outcomes
- Strategic sourcing methodology to design, deliver and troubleshoot company initiatives
- Systematic outsourcing methodology in order to design, execute and evaluate company initiatives
- Effective leadership models and team development strategies
- Department-level goal setting and monitoring strategies that achieve results and align with overall organizational goals
- Technological solutions to support efficient operations

How Do I Choose the Right Training?

Identify Desired Criteria: Much like putting together an RFP, determine the metrics of success for the ideal training program. Comparing options is often not like comparing apples to apples, therefore figure out what is important to you. Determine the weight of those criteria and create a scorecard as you evaluate the different offerings. Some criteria could include:



Flexibility / Online



Program Cost



Key Topics Desired



Program Duration

Referrals: Not sure where to start? Talk to your colleagues, business associates, LinkedIn network, and find others that have been certified in the same type of training you are seeking. Ask them about their own experience and level of satisfaction.

Research and Testimonials: The internet is a very valuable tool to help conduct research. Perform a for available certification programs and compare the various options available. Look for their testimonials, and don't be afraid to request references to contact from past students.



What Critical Questions Should I Look to Answer When Conducting my Research?



Everyone has unique needs when selecting an educational provider or a training program. These are the critical questions you should ask before selecting a provider:

- ✓ Does the program cover key strategic sourcing principles as well as the hard and soft skills of sourcing?
- ✓ Is the training provider and its programs internationally recognized by Fortune 500 and Global 1000 organizations?
- ✓ Was the training created by credible academia, practitioners, or a combination of the two?
- ✓ Is the training provided entirely online, easily accessible, and does it allow for schedule flexibility?
- ✓ What is the classroom format and delivery model of the program?
- ✓ Is there a support team available for technical assistance?
- ✓ Are regular communications provided throughout the entire process to motivate students towards successful completion of the program?
- ✓ Does the classroom have a faculty-moderated discussion forum?
- ✓ Does the program have a corresponding study guide, book, or additional resources to support the material presented?
- ✓ Does the delivery method of the material allow flexibility for adult professional learners?

Each of the questions noted above will help give you a clearer picture of each option. If a provider skips any of these basic questions, you have good reason to be concerned about the quality of the experience you will receive during training. Caution should be taken with any provider who gives you minimal details about the program. A bid that is “too good to be true” may be too good to be true after all! Remember, a substantially lower cost program might indicate a lack of quality or experience.

Summary

Selecting the right training program for yourself or your team can feel like a daunting task, but the benefits can be monumental for your career and your organization. Minimize the complexities of this decision by identifying your requirements, prioritizing your goals, researching potential providers, and asking critical questions about their programs.

Once you've made a decision, be prepared to invest your time and effort into the program in order to gain as much as possible from it. An investment in your education always pays off!

About SIG University



SIG University was founded on the ideals of elevating the sourcing and risk professions in order to strategically deliver value to organizations across the globe. It provides a common language for sourcing and risk professionals, developed by experts in the areas of sourcing, supplier relationship management, third-party risk management and intelligent process automation.

All SIG University certification programs are built for the time-constrained professional. Our education programs are hosted on our online learning management system where students have the flexibility to log in and complete weekly assignments at times that are convenient for each's individual schedule. Programs are offered in one of three delivery methods depending on the program. Some offered self-paced while others are offered

in either an open cohort semester offered at regular intervals throughout the year, or closed cohort semesters for teams of 20 or more. See each program's course syllabus for more details.

In applicable programs, discussion forums are facilitated by expert faculty and provide an opportunity for students to interact and engage with other students and faculty in providing more context with real-life scenarios and how to apply best practices. As a student at SIG University, students are also granted access to the members-only SIG Resource Center (SRC), which provides a one-stop repository of additional tools, templates, thought leadership, and other resources applicable to each week's educational lessons.

Our Programs



Our **Certified Sourcing Professional (CSP)** program is a 10-week dynamic program for those who are looking for a good foundation in general business concepts as they related to sourcing, an in depth look into strategic sourcing methodologies, as well as negotiation and outsourcing best practices.



Our **Certified Supplier Management Professional (CSMP)** program is a five-week program for those who wish to learn how to put effective governance programs in place by exposing students to leading-edge training on contract administration, compliance, risk mitigation, supplier performance, governance operating models, talent management support, transformation and more.



Our **Certified Third-Party Risk Management Professional (C3PRMP)** program is a 10-week program for risk management professionals, vendor/relationship managers, auditors, finance professionals, consultants, executives responsible for governance and oversight of critical third parties, and those seeking to add value with risk-informed decisions that drive enterprise value. It provides students best and emerging practices in third-party risk management throughout the lifecycle of critical relationships and the tools for effective governance. SIG is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. Students who complete the CPE-track of C3PRMP can earn 66 CPE credits.



Our **Certified Intelligent Automation Professional (CIAP)** program is a six-week program for those who fully appreciates the need to transform operations through automation and is interested in running a successful, scalable and efficient automation program. Students will be introduced to automation technologies, learn how to identify the correct opportunities to build, run and sustain a successful automation program, and will understand the true potential of IPA technologies.

For more information, please visit sig.org/university



Our **Cognitive Procurement Specialization Program (CPSP)** is designed for professionals in procurement, supply chain management, and other related fields. The lessons of this course are carefully curated to assist forward-looking procurement leaders and aspiring practitioners in leveraging Cognitive Procurement technology to generate path-breaking business outcomes regarding savings, visibility, compliance, and risk mitigation. It paves the way for a new-age procurement organization that is no longer a cost center but is ready to hit the bottom line by elevating its teams from focusing on tactical transactions to strategic projects.



Our **Contracting in the New Economy (CITNE)** program helps individuals, organizations, and the supplier/customer enterprise put effective relationship management and governance programs in place by exposing students to leading-edge training in this multi-week program. Developed by practitioners, academics, and subject matter experts, the CITNE program offers insights into the theories driving relational contracting, and the most effective means of actually implementing the approach, enabling students to understand how to capture significant incremental value from relational contracting, while mitigating the risks, volatility, uncertainty, complexity, and ambiguity associated with the new economy.



Our **RFx Response Mastery (RFxRM)** program is designed to help account executives master long and convoluted purchasing processes to win higher-valued deals with their ideal clients. This training series addresses why a company may lose an award, many reasons of which may come as a surprise, and provides advice from long-time procurement professionals on how to master the purchasing process. RFx Response Mastery provides account executives with tips, techniques, and strategies to position their companies better to win more worthwhile deals faster and more efficiently. Companies will then be better equipped to increase their chances of winning awards and ultimately growing their businesses.

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