



COURSE SYLLABUS

Cognitive Procurement Specialization Program (CPSP)

This eLearning training program was created by academics, expert practitioners, and in collaboration with the team at Zycus to assist forward-looking procurement leaders in leveraging Cognitive Procurement technology to generate path-breaking business outcomes regarding savings, visibility, compliance, and risk mitigation.

The following guide will provide you with all the necessary information about this program offered by SIG University.



About SIG University

SIG University was founded on the ideals of elevating sourcing and risk professionals to deliver strategic value to the corporation. It is an inclusive, internationally recognized university with a mission of advancing the sourcing and risk management industries and transforming careers.

SIG University was created at the request of SIG members, who saw an educational training gap for today's workforce. It uses an adult learning model to transfer the knowledge and skills to its students. The learning model is focused on the self-directed learner, who has the basic knowledge and skills of the material, is motivated, has good time management skills, and has the ability to self-evaluate.

The SIG University learning model is supported by a practitioner faculty who currently hold senior leadership positions in sourcing and risk management, allowing them to guide students to a better learning outcome.

Classroom Format

This program is offered online in a self-paced model, allowing for ultimate flexibility for you or your organization's needs.

Our state of the art learning management system can be accessed from any device and saves the student's progress from where they left off. This allows students to balance their busy schedules and pause, replay, or pick back up when is most convenient for them.

In this delivery model, there is no required discussion with faculty nor essay requirements. Instead retention is measured by quiz assessments.

*For this program, students must complete all graduation requirements within 3 months of starting. Graduation requirements include completing all lessons, reviewing all supplemental resources, and passing all quiz assessments.

Cognitive Procurement Specialization Program

The Cognitive Procurement Specialization Program was created by the team at **Zycus, a global leader in Cognitive Procurement software solutions**. 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.

Upskill yourself for the next big leap in procurement. Become an “Early Adopter” of Cognitive Procurement.



What is “Cognitive Procurement”?

Cognitive procurement uses artificial intelligence (AI) to digitalize and optimize procurement processes across the source-to-pay cycle. It automates mundane and tactical tasks, helps organizations improve efficiency, reduce costs, and make more informed decisions.

It's a framework that allows procurement professionals to free up their bandwidth and spend **100% of their time focusing on high-value strategic initiatives** that rely on advanced human thinking or cognition, such as interpreting trends, engaging, collaborating, inventing, formulating and executing strategies, and driving business performance to new heights.

Who should take this course?

The Cognitive Procurement course is designed for **professionals in procurement, supply chain management, and other related fields**. This includes individuals who are responsible for sourcing, supplier management, spend analysis, contract management, and procure-to-pay processes. The course is also suitable for managers and executives who want to gain a deeper understanding of how cognitive procurement can benefit their organization.

Individuals who take the course will gain valuable skills and knowledge in the areas of AI, which are becoming increasingly important in today's digital economy. They will learn how to use these technologies to automate and optimize procurement processes, resulting in improved efficiency and cost savings. Additionally, they will gain a better understanding of how to make more **informed decisions through the use of data-driven insights**.

Finally, the course is intended for professionals who want to stay current with the latest technological advancements and best practices in procurement and want to be able to bring more value to their organization.



How is this course structured?



The course is divided into **6 major lessons** or “Chapters.” Chapters 1, 3, and 5 each have two parts. In all, the course has approximately **90 minutes** of content.



Additionally, there are **short quizzes** at the end of each chapter designed to test the retention of knowledge in learners and to reinforce learning. Apart from these, there are also several additional resources across the course designed to **provide practical insights to complement the theoretical learnings from the videos.**



Resources include case studies, whitepapers, eBooks, interactive tools, and a **state-of-the-art AI Experience Center – a sandbox environment to simulate AI for procurement.**

What can I expect after completing the course?

In addition to the knowledge, skills, and tools gained, those who have completed the CPSP course have loved the learning experience provided, and they are able to **apply what they learned immediately**. All graduates of the CPSP course are issued a digital badge and a certificate of completion to include on their CVs and LinkedIn profile.

Graduates of the CPSP course are invited to join the SIG University Alumni and Faculty private LinkedIn group to stay connected with peers and faculty.



Who are the Subject Matter Experts?



Richard Waugh

VP Corporate Development
Zycus

Richard Waugh, VP Corporate Development at Zycus, has an extensive background in B2B eCommerce, going back to his early career at GE, where he helped launch GE'S Trading Process Network (TPN), the first on-line Marketplace for Sourcing and Procurement in the mid 1990's.

He was Co-Founder of B2eMarkets, one of the first SaaS (Software as a Service) Sourcing Suite providers and later covered the Supply Management market as an Industry Analyst for the Aberdeen Group.



Lisa Leemans

Third Party Risk Management Leader
Westfield Group/Westfield Insurance

Lisa Leemans currently leads the Third Party Risk Management function for Westfield Insurance. Joining Westfield in 2015, Lisa was asked to design, build and mature the third-party management capabilities as part of a foundational center-led Procurement function.

She came to Westfield with over 20 years of broad-based global supply chain management experience in both manufacturing and financial services. Prior to joining Westfield, Lisa spent over 5 years as Senior Vice President and Director of Corporate Procurement at KeyBank with responsibilities in both category management and third-party risk management.

She earned her Master's in Business Administration at the University of Nebraska and her Bachelor of Science, Industrial Engineering from Iowa State University.

She is active in Westfield Diversity and Inclusion initiatives, leading the Abilities Advocates Network, a Westfield Employee Resource Group. She is a member of the Sourcing Industry Group, a former board member of Ohio Minority Supplier Development Council and actively involved at her church and in several regional charities.



Robert Handfield

**Distinguished Professor of Supply Chain Management
NC State University**

Rob Handfield is the Bank of America University Distinguished Professor of Supply Chain Management at the North Carolina State University Poole College of Management, and Executive Director and founder of the Supply Chain Resource Cooperative based in Poole College.

Handfield is Consulting Editor of the Journal of Operations Management, has published more than 120 peer reviewed publications, and is the author of several books on supply chain management. He has co-authored textbooks for MBA and undergraduate classes, and was recently recognized as an IACCM Fellow. He has served as Advisor to the General Services Administration, the Department of Defense, the Veterans Affairs and other federal agencies.

He has published more than 100 articles in top management journals including California Management Review, Sloan Management Review, et al.



Chris Sawchuk

**Principal and Global Procurement Advisory Practice Leader
The Hackett Group**

Mr. Sawchuk leads Hackett's Global Procurement Advisory Practice. He has over 20 years of experience in supply management, working directly with the Global 2000 and mid-sized companies around the globe, and in a variety of industries, to improve all aspects of supply management, including process redesign, technology enablement, operations strategy planning, organizational change, and strategic sourcing.

Mr. Sawchuk specializes in working directly with CPOs to help define a long-term strategy. He is a regular contributor to business publications, a frequent presenter at industry events, and author of numerous research papers and books. Mr. Sawchuk's background includes engineering, operations, and sales roles with both United Technologies and IBM.

Course Outline

The lessons in this course are carefully curated to assist forward-looking leaders and aspiring practitioners from the procurement world in contributing path-breaking procurement outcomes in terms of savings, visibility, compliance & risk mitigation to their businesses with the help of Cognitive Procurement technology. It paves the way to 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 because they are meant for more.

Lesson 1: Cognitive Procurement - Foundations

In this lesson we will be mapping the evolution of ProcureTech and seeking to understand Cognitive Procurement basics. We will be highlighting the need & importance of Cognitive Procurement and examining the Top 10 Procurement Priorities.

Lesson 2: AI in Procurement: Myth vs. Reality

In this lesson we will be exploring common myths about AI in procurement. We will also examine taking AI from fantasy to fruition.

Lesson 3: Cognitive Procurement Use Cases

In this lesson we will be examining use cases throughout the procurement process:

- ◆ eProcurement: Getting rid of mundane & repetitive tasks with touchless procurement
- ◆ Accounts Payable: Liberating AP teams from addressing frequently asked supplier questions
- ◆ Supplier Risk Management: Mitigating supplier risk & building a resilient supply chain
- ◆ Supplier Onboarding: Leveraging automation to avoid slow & cumbersome supplier onboarding process
- ◆ Contract Management: Bidding goodbye to missed contracting risks and ensuring compliance
- ◆ User Experience: Addressing collaboration issues with frictionless procurement service delivery
- ◆ Analytics: Locating hotspots and measuring KPIs with cognitive analytics

Lesson 4: Making the Case for Cognitive Procurement

In this lesson we will be defining AI's automation impact with the 53% Rule. We will also explore Cognitive Procurement's benefit potential.

Lesson 5: Pre-requisites for Adoption

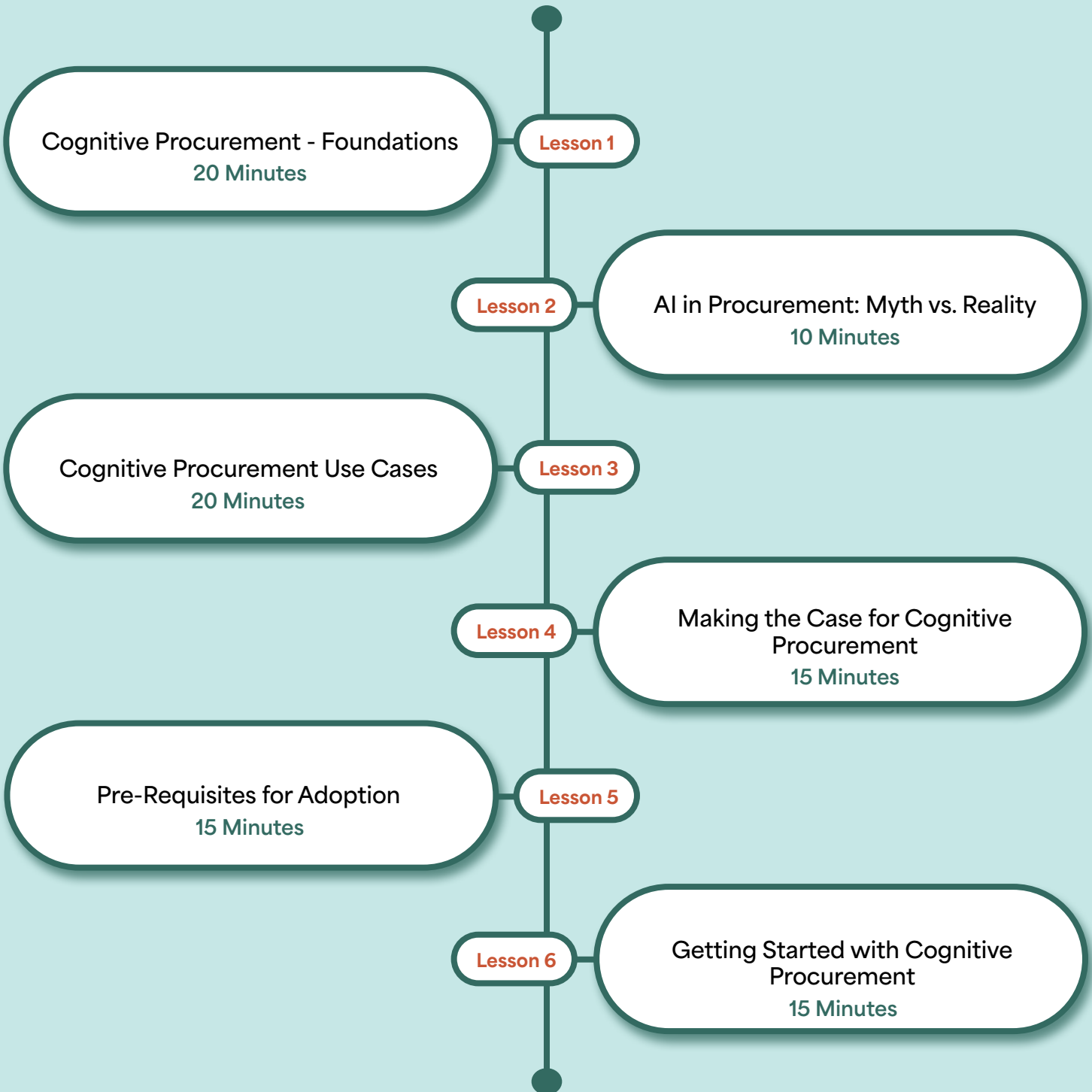
In this lesson we will be discussing digitization diagnostics and digitization deficiencies. We will also determine a Pre-implementation Action Plan and My Pre-implementation Insights.

Lesson 6: Getting Started with Cognitive Procurement

In this lesson we will be discussing how to accomplish AI Readiness and examining key takeaways together in Cognitive Procurement: The Round-up.



What is the learning journey?



What our graduates have to say about the program:

“This program **brings together practical and real world applications for everyone wanting more on A.I.** As tools expand, more routine tasks could be automated, with oversight of the user. Looking forward as business and education engage and we adapt to future strategic developments.”

“This program has introduced me to the world of AI which needs to be **properly interpreted to harness the right energy and propel with a focus approached.**”

“AI is rapidly gaining prominence as the latest innovation in today’s technology-driven world. As such, professionals must stay ahead of the curve and learn to incorporate AI into their day-to-day tasks. The Cognitive Procurement Specialization Program (CPSP) is an excellent resource for achieving this task. The program provides a practical roadmap to help professionals navigate the rapidly evolving landscape of AI and its applications in procurement. It offers valuable insights and practical tools that can be implemented to enhance one’s procurement role. The course is especially beneficial for those looking to gain a deeper understanding of how AI can be used to augment their current duties.

The Cognitive Procurement Specialization Program is a must for anyone interested in staying current with the latest advancements in AI and procurement. The course offers a practical approach that can help professionals optimize their workflows and unlock new opportunities for growth and success despite how AI continues to evolve in unforeseen ways.”

“I genuinely enjoyed the CPSP program, as it gave great **insight into the future evolution of sourcing and procurement and how AI will not replace, but compliment the work force.** I highly recommend this program for anyone who wants to increase productivity with autonomous sourcing and bring back great information to their team.”

“I enrolled for CPSP (Cognitive Procurement Specialization Program) to navigate my perspective of AI in Procurement. The program has been very informative in terms of educating professionals on how AI complements your role rather than replacing jobs. **I recommend every procurement to enroll for this program to explore right options for your future responsibilities.** I would like to extend my gratitude to SIG University for offering such an mindful insights on AI”

What are the enrollment fees?

Non-SIG Member Price: **\$495**

SIG Member Price: **\$395**

What are my next steps?

Enroll today at:

<https://sig.org/sig-university/cognitive-procurement-specialization-program-cpsp>

View our other courses and certifications and learn more about SIG U at:

<https://sig.org/sig-university>

