

Procurement Executive Development Programme

To learn more and
book your place,
reach out to us at:
contact@profitia.pl

BECOME MCIPS



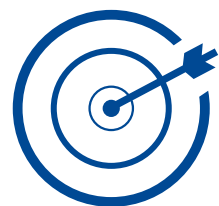
Enjoy greater rewards

Globally, **MCIPS earn 59% more**, on average, than their non-MCIPS peers (source: HAYS Salary Survey)



Achieve your potential!

A professional qualification will enhance your skills and practices, and equip you with new ones, providing you with the skills you need to excel in a career in procurement and supply.



Gain a career advantage

Studying for and gaining MCIPS demonstrates your serious intent and commitment to your career; a huge advantage when it comes to career progression.



CIPS – a global Procurement leader

Chartered Institute of Procurement and Supply (CIPS) is the worldwide centre of excellence for procurement and supply management. We use our expertise to ensure our training programmes are robust and relevant throughout the world.

CIPS is the chartered body dedicated to procurement and supply profession. We set the standards giving credibility, expertise, knowledge, and resources that are second to none.

Our global community of over 200,000 people in 150 countries range from those embarking on their careers, right through to Chief Procurement Officers and Board Directors.

Our training programmes are designed to meet the highest standards to ensure the profession can claim consistently high levels of workforce competence.

Why train with CIPS?

As the worldwide centre of excellence on procurement and supply management issues CIPS series of training programmes are aimed to help professionals deliver real strategic and sustainable value to their organisations.

MEMBERSHIP



CIPS membership provides a range of benefits designed to support professional development, helping you and your organisation achieve all-round excellence in procurement and supply.



Achieving global excellence. A fully qualified member of CIPS (MCIPS) achieves an internationally recognised award dedicated to procurement and supply professionals.

MCIPS title is a confirmation of the highest level of knowledge and procurement skills supported by managerial experience, valued and sought after by international corporations.

According to Hays Salary Survey, MCIPS holders earn about 15% more than people in the same positions without this qualification.

MCIPS can be achieved through:

Studying for CIPS Professional qualifications

The CIPS Corporate Award for groups of professionals within a company

A CIPS accredited degree

The CIPS Management Entry Route (MER) for senior procurement professionals



Przemysław Wątroba, MCIPS, Procurement Department Director at ERBUD (construction)

The Programme is definitely a must for Procurement Executives. You will enhance your knowledge and gather insights that you can apply immediately in your daily business environment. The Programme helped me to take a step back and have a 360-degree overview of my procurement activities so far. Looking into our competences and knowledge through the requirements of CIPS and other experiences of participants, the programme is a very refreshing and in many aspects extremely useful reminder. Simon (the trainer) has vast experience in multinational organisations and was able to bring interesting case studies which helped anchor discussion between participating CPOs.



CIPS Global Standard

The second edition of the CIPS Global State of Procurement & Supply 2025, supported by GEP, reveals a profession at an inflection point – and leaders who are playing a critical role in corporate decision-making.

Based on extensive research with around 5000 procurement and supply professionals the interactive online tool allows users to find details of the knowledge and capability level required at each level of competency from Delivering to Influencing.

The two categories (illustrated below) represent the essential areas for effective procurement and supply. Within each, there are up to eight themes, numbered from one to fifteen.

Jarosław Wojciechowski-Boruta, Deputy CFO, Procurement and Administration Director at P4 – Play (telco)

In a very competitive industry such as mobile communication, where margins are permanently under pressure, deep understanding of procurement best practises is vital to effectively support company's business goals. This Programme supported me in structuring my knowledge and better fusing theory with practice.

THE CORE AREAS AND FIFTEEN THEMES



"For the global procurement and supply community to thrive we need to continue to raise the standard of our profession – individually and collectively. The CIPS Global Standard helps you play your role in doing exactly that."



The Global Standard Structure

The four levels of competency represent the core skills and tasks that individuals should be capable of within each theme. Across each category there are four levels of competency Delivering – Influencing.

Senior procurement and supply professionals will be operating at the Leading or the Influencing level of the Standard, across all fifteen themes. As such, CIPS have developed a range of specialist Executive Development courses aligned to the Standard.

FOUR LEVELS OF COMPETENCY			
CIPS membership provides a range of benefits designed to support professional development, helping you and your organisation achieve all-round excellence in procurement and supply.			
Delivering	Managing	Leading	Influencing
Manages own work within established procedures under general supervision, may guide junior staff, follows agreed procedures to meet targets, deals with a range of issues and escalates unusual problems for advice.	May oversee several staff, manages own time and team workload, resolves performance or organisational issues, reviews operation to implement improvements, contributes to planning and decision-making.	Leads a team or significant operation, develops plans and objectives aligned to organisational strategy, applies critical thinking to resolve complex issues, considers organisation-wide impacts and makes significant judgements.	Builds strategic relationships, influences at organisational level, negotiates complex issues and motivates others to achieve organisational goals, exercises evaluative thinking and judgement in ambiguous environments.
Typical job roles Assistant buyer Buyer, Category officer, Inventory planner, Logistics analyst, Procurement executive, Procurement officer	Typical job roles Category manager, Contracts manager, Logistics manager, Procurement manager, Senior buyer, Sourcing manager	Typical job roles Commercial manager, ESG/sustainability manager, Head of logistics, Head of sourcing, Operations manager	Typical job roles Chief procurement officer, Commercial director, Head of procurement, Operations director, Procurement consultant



Executive Development

One of CIPS' ambitions is to help senior executives to move onto an advanced phase of continuing professional development. Through PEDP Programme, you will further professionalise and enhance your comprehensive insight into the key role of procurement, enabling you to drive your team and project even more effectively.

PROGRAMME OUTLINE

We provide personalised support for Senior Procurement Managers who strive to enhance and structure their knowledge. This takes the form:

- **4 days of intense deep-dive strategic workshops** (2 sessions, 2 days each, hybrid form – in person in Warsaw, Poland, or online via Teams) on core Procurement topics, to refresh and deepen specialist knowledge in areas required in the CIPS Global Standard, as well as during interviews:
 - Infrastructure (Position and Influence, External Environment, Technology)
 - Process (Spend Management, Contracting, Sourcing)
 - Performance (Delivering Outcomes, Metrics and Measurements)
 - People Development (Developing Teams and Individuals, Developing Self and Personal Skills, Ethics),
- **a detailed 1-1 coaching session** to assess each participant's level of experience against the membership criteria,
- **a detailed 1-1 telephone feedback session** used to draw up a development plan to help the participants close knowledge or experience gaps,
- follow-up and remote coaching support during the development plan

Both workshops and coaching sessions will be delivered by a professional British coach, who is an accredited CIPS Assessor and has first-hand experience with the whole accreditation process, along with a dedicated Partner from PROFITIA.

Thanks to the Programme you will:

- **create competitive advantage** for your organisation stemming from better procurement
- learn how to develop a **resilient supply chain** and **manage risks**
- be able to **integrate your procurement function** with other functions in order to gain the upper hand



Ideal candidate profile

This Executive Development programme is designed for procurement professionals operating within a senior strategic role i.e. Procurement Director, CPO, Head of Procurement.

- You typically have at least five years experience at a senior level
- You are generally an upper middle to senior manager in the private and public sector
- You are a decision maker with budget and situational sanctions
- You can also be working in education specialising in procurement and supply chain management
- Your responsibilities include both financial and personnel decisions

Selected Tutors

SIMON STEELE, FCIPS

Simon will facilitate all of the Executive Development training sessions, with the support of a Partners from PROFITIA Management Consultants.

Simon started his professional career at British Airways where he initially worked with Price Waterhouse in re-engineering the supply chain function and processes. He continued his career with Glaxo Wellcome, where he was working in the area of procurement for new product development. Later he became involved in the integration of two procurement functions during SmithKline Beecham merge. In his most recent role working with Reuters, a global provider of news and financial information, he has specialised in the area of smart sourcing and participated in a number of outsourcing projects.

Education and qualifications B.Sc. (Hons), MCIPS Simon holds a degree in combined Science from Lancaster University, and is a full Member of the Chartered Institute of Procurement and Supply.



SIMON BARNES, FCIPS

Simon will facilitate all of the Executive Development training sessions, with the support of a Partners from PROFITIA Management Consultants.

Simon Barnes is an experienced trainer, consultant, project manager, and coach with a strong background in procurement and supplier management. His career began in the early 1980s with roles as a research analyst and buyer, followed by management positions at Black & Decker and GEC Marconi/Plessey Crypto. From 1992 to 2016, he worked at GSK, where he led major procurement transformation programs. Since 2016, Simon has been running his consultancy, SAB Procurement Solutions Ltd, supporting businesses with contract negotiations, financial process optimization, and business performance enhancement.

He holds an MBA from the University of Warwick – Warwick Business School and a BSc Hons from the University of Manchester. His areas of specialization include procurement and supply chain management, contract negotiation, organizational change, business strategy, training, and coaching.



Past editions – >100 MCIPS!

We have successfully run 11 editions of the Procurement Executive Development Programme dating back to February 2015. We managed to gather a fantastic, diverse group of senior Procurement Executives from a range of companies including:



All Participants of the Programme had a chance not only to refresh and deepen their procurement knowledge, but also to share experiences and beliefs on the role of the function in their businesses and their competitive environment.

Jan Stasiak, Country Procurement Director at Bunge (food production)

I appreciate the Programme for the chance to refresh, structure and deepen my Procurement knowledge. I also enjoyed the chance to discuss Procurement issues with other participants – CPOs from a range of companies and industries. Ideas we exchanged were inspirational in my day-to-day business as the Country Head of Procurement at Bunge Poland

The following features are including in the participation fee:

PROGRAMME / FEATURES	FEE PER PERSON
CIPS PEDP Workshop Preparation	PEDP Program me+ MER exam: 1-year CIPS membership and MER exam fee included 5,950 GBP per person net (discounts possible for larger groups from an organization) 1st Training Session: 23-24.03.2026 2nd Training Session: 11-12.05.2026
1st Session: 2 day CIPS PEDP Workshop (hybrid)	
A detailed 1-1 coaching session to assess each participant's level of experience against the CIPS Global Standard (including feedback on the CV)	
2nd Session: 2 day CIPS PEDP Workshop (hybrid)	
A detailed 1-1 feedback session used to draw up a development plan to help the participants close knowledge or experience gaps to CIPS Global Standard	
Follow-up and remote coaching support during the development plan	
Workshop Delegate Materials (CIPS printed)	
Workshops venue, Catering	

Dates & Location

Training location:

**Profitia HQ at Villa Metro Business House,
Puławska 145, Warsaw**

remote participation possible via MS Teams

Marzec 2026

May 2026

J 2026

The workshops and coaching sessions will be held according to following schedule:

- 1st Training Session: **23-24.03.2026**
- Coaching sessions 1: 1 hour coaching slots to be agreed individually with each participant
- 2nd Training Session: **11-12.05.2026**
- Coaching sessions 2: to be held via telco / Videoconference after Training Session 2, 1 hour coaching slots to be agreed individually with each participant

Indicative Programme Schedule:

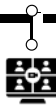
March 2026

May 2026

June 2026



Applications
for the
Programme



On-site and
online
Programme



Module 1
1st Session:
2 day CIPS
PEDP
Workshop
(hybrid)



Individual coaching
session (60min)



Module 2
2nd Session:
2 day CIPS
PEDP
Workshop
(hybrid)



Second individual
coaching
session (60min)



MER exam

SESSION 1 AGENDA

- **Position and Influence**
 - Leading the Role of Procurement and Supply
 - Developing Strategy for Procurement and Supply within the Organisation
- **External Environment**
 - Contexts of Supply Chain in Management
 - Managing challenges of Global Supply Chains
- **Technology**
 - Developing the use of Technology for Effective Procurement and Supply Chain Management
- **Spend Management**
 - Improving the Role of Procurement and Supply within the Organisation
- **Contracting**
 - Contracting the major programs and projects

SESSION 2 AGENDA

- **Sourcing**
 - Developing global sourcing
- **Delivering Outcomes**
 - Achieving Supply Chain improvements
- **Metrics and Measurement**
 - Developing the Capabilities of the Supply Chain
- **Developing Teams and Individuals**
 - Effective Leaders in Procurement and Supply Chain
 - Leading and Influencing Stakeholders in Procurement and Supply
- **Managing Self and Personal Skills**
 - Develop your capabilities to lead procurement and Supply
- **Managing Self and Personal Skills**
 - Developing commitment to ethical practices in Supply Chain



Enrollment for the Programme starts now and will be conducted on a first-come, first-serve basis.

For more information regarding the Programme and to confirm your participation, please contact:



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