



The Global Standard for Procurement and Supply

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Leading global excellence in procurement and supply

Segment 10.1 Develop Your Capabilities for Procurement and Supply

Level: Tactical

Theme: Developing Self & Personal Skills

Knowledge: Will know and understand	Capabilities: Will be able to
Self-development	Seek and respect the comments of others to improve efficiency and effectiveness at work
Problem Solving	Work with others in the team to solve problems that may arise in your area of responsibility reporting any difficulties to your supervisor or line manager
Honesty and integrity	Maintain personal and professional honesty and integrity
Coping with change	Be open and flexible to change seeing it as an opportunity not a threat
Dealing with conflict	Recognise that conflict can occur with colleagues and work to minimise conflict situations that could affect the team
Equality and diversity	Promote best practice in valuing and respecting people's diversity

Knowledge: Will know and understand	Capabilities: Will be able to
Negotiating requirements	Contribute to the effective negotiation of requirements with internal stakeholders and create best value for money outcomes achieved with suppliers

Related CIPS Knowledge Links

[Influencing Skills - http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/People-and-skills/Influencing-Skills/](http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/People-and-skills/Influencing-Skills/)

[Change Management - http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/People-and-skills/Change-Management1/](http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/People-and-skills/Change-Management1/)

[Influencing Skills - http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/People-and-skills/Influencing-Skills/](http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/People-and-skills/Influencing-Skills/)

[Conflict Resolution - http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/Developing-and-managing-contracts/Conflict-Resolution/](http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/Developing-and-managing-contracts/Conflict-Resolution/)

[Stakeholders - http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/Procurement-Organisation/Stakeholders/](http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/Procurement-Organisation/Stakeholders/)

[Sustainable and Ethical Procurement - http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/Sustainability/Sustainable-and-Ethical-Procurement/](http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/Sustainability/Sustainable-and-Ethical-Procurement/)

[Negotiation - http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/Strategy-policy/Negotiation/](http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/Strategy-policy/Negotiation/)

[Negotiation - Tools and Templates - http://www.cips.org/Knowledge/Tools-and-Templates-revised/Negotiation/Negotiation-Tools-and-Templates/](http://www.cips.org/Knowledge/Tools-and-Templates-revised/Negotiation/Negotiation-Tools-and-Templates/)