



The Global Standard for Procurement and Supply

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Leading global excellence in procurement and supply

Segment 10.3 Develop Your Capabilities to Manage Procurement and Supply

Level: Managerial

Theme: Developing Self & Personal Skills

Knowledge: Will know and understand	Capabilities: Will be able to
Self-development	Learning from mistakes, seeking and accepting feedback from others in the organisation and provide constructive comments to others to improve own performance and the performance of the team
Problem solving	Assess situations and identify the causes of problems proposing appropriate solutions
Honesty and integrity	Maintain, promote and monitor personal and professional honesty and integrity
Coping with change	Recognise the need for change and promote change in a positive manner to the team, encouraging their comment and contribution to the process
Dealing with conflict	Identify and minimise areas of potential conflict between colleagues and team members whilst recognising the positive contribution that managed conflict can make to reaching shared solutions

Knowledge: Will know and understand

Capabilities: Will be able to

Equality and diversity

Maintain and promote best practice in valuing and respecting diversity recognising the positive contributions that such differences can bring to effective work practices

Negotiation in procurement and supply

Actively help internal stakeholders to achieve desired outcomes in commercial dealings with third parties through practicing effective negotiation

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/)

[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/)