



The Global Standard for Procurement and Supply

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Leading global excellence in procurement and supply

Segment 4.6 Improving the Role of Procurement and Supply within the Organisation

Level: Professional

Theme: Spend Management

| Knowledge: Will know and understand | Capabilities: Will be able to |
|---|--|
| <p>The contribution of supply chain management to elements of corporate and business strategy, such as:</p> <ul style="list-style-type: none">• Cost competitiveness• Improved quality and reliability• Product and service differentiation• Time to market• Other order winning criteria | <p>Engage with colleagues and other internal stakeholders to promote the organisation's commitment to achieving effective supply chain management, emphasising the contributions of supply chain management to corporate and business strategy</p> |
| <p>The use of cost modelling</p> | <p>Create dynamic cost models that can be used to assess costs and margins, as well as competitive behaviour, in the supply chain to protect the organisation's position</p> |
| <p>The use of techniques to create networked supply chains to improve supply chain management such as:</p> <ul style="list-style-type: none">• Value stream mapping• Network sourcing• Network optimisation modelling• Exploiting supplier innovation | <p>Lead the analysis and implementation of techniques to create networked supply chains</p> |

Knowledge: Will know and understand

Capabilities: Will be able to

The role of distribution systems in supply chain management

Improve the effectiveness and efficiency of the organisation's distribution systems

The creation of lean and agile supply chains

Lead the implementation of methodologies to achieve lean and agile supply chains

Approaches to develop and implement industry-level collaboration to achieve strategic supply chain management optimisation

Identify opportunities to develop collaborative relationships with the organisation's supply chain and lead stakeholders in their implementation

Related CIPS Knowledge Links

[Collaborative Working - https://www.cips.org/knowledge/procurement-topics-and-skills/efficiency/collaborative-working/](https://www.cips.org/knowledge/procurement-topics-and-skills/efficiency/collaborative-working/)

[Continuous Improvement - http://www.cips.org/Knowledge/Procurement-topics-and-skills/#6906](http://www.cips.org/Knowledge/Procurement-topics-and-skills/#6906)

[Financial Analysis and Reporting for Purchasers - http://www.cips.org/Knowledge/Procurement-topics-and-skills/People-and-skills/Financial-Analysis-and-Reporting-for-Purchasers/](http://www.cips.org/Knowledge/Procurement-topics-and-skills/People-and-skills/Financial-Analysis-and-Reporting-for-Purchasers/)

[Lean and Agile - http://www.cips.org/Knowledge/Procurement-topics-and-skills/SRM-and-SC-Management/Lean-and-Agile1/](http://www.cips.org/Knowledge/Procurement-topics-and-skills/SRM-and-SC-Management/Lean-and-Agile1/)

[Logistics - http://www.cips.org/Knowledge/Procurement-topics-and-skills/Operations-Management/Logistics1/](http://www.cips.org/Knowledge/Procurement-topics-and-skills/Operations-Management/Logistics1/)

[Market Analysis - http://www.cips.org/Knowledge/Procurement-topics-and-skills/Understand-Need---Market-and-options-assessment/Market-Analysis1/](http://www.cips.org/Knowledge/Procurement-topics-and-skills/Understand-Need---Market-and-options-assessment/Market-Analysis1/)

[Procurement Strategy Development - http://www.cips.org/Knowledge/Procurement-topics-and-skills/Strategy-policy/Procurement-Strategy-Development1/](http://www.cips.org/Knowledge/Procurement-topics-and-skills/Strategy-policy/Procurement-Strategy-Development1/)

[Supplier Co-ordination / Association - http://www.cips.org/Knowledge/Procurement-topics-and-skills/SRM-and-SC-Management/Supplier-Co-ordination--Association/](http://www.cips.org/Knowledge/Procurement-topics-and-skills/SRM-and-SC-Management/Supplier-Co-ordination--Association/)

[Supplier Development - http://www.cips.org/Knowledge/Procurement-topics-and-skills/SRM-and-SC-Management/Supplier-Development/](http://www.cips.org/Knowledge/Procurement-topics-and-skills/SRM-and-SC-Management/Supplier-Development/)

[Supplier Positioning - http://www.cips.org/Knowledge/Procurement-topics-and-skills/SRM-and-SC-Management/Supplier-Positioning1/](http://www.cips.org/Knowledge/Procurement-topics-and-skills/SRM-and-SC-Management/Supplier-Positioning1/)

[Supplier Relationship Management \(SRM\) - http://www.cips.org/Knowledge/Procurement-topics-and-skills/SRM-and-SC-Management/Supplier-Relationship-Management-SRM/](http://www.cips.org/Knowledge/Procurement-topics-and-skills/SRM-and-SC-Management/Supplier-Relationship-Management-SRM/)

[Value Generation - http://www.cips.org/Knowledge/Procurement-topics-and-skills/Efficiency/Value-Generation1/](http://www.cips.org/Knowledge/Procurement-topics-and-skills/Efficiency/Value-Generation1/)

[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/)