



The Global Standard for Procurement and Supply

Version 3.0 – Published 2017

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
The importance of self-development	Seek and respect the comments of others to improve efficiency and effectiveness at work
Different problem solving methods	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
The need for honesty and integrity	Maintain personal and professional honesty and integrity
Strategies to cope with change	Be open and flexible to change seeing it as an opportunity not a threat
The importance of conflict management	Recognise that conflict can occur with colleagues and work to minimise conflict situations that could affect the team
The importance of equality, diversity and inclusion	Promote best practice in equality, diversity and inclusion

Knowledge: Will know and understand	Capabilities: Will be able to
The importance of negotiating requirements with stakeholders	Contribute to the effective negotiation of requirements with internal stakeholders and create best value outcomes with suppliers

The importance of the use of technology	Be familiar with the use of technologies used for liaising with stakeholders and seek help and support when appropriate
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Related CIPS Knowledge Links

[Stakeholders - https://www.cips.org/intelligence-hub/managing-stakeholders](https://www.cips.org/intelligence-hub/managing-stakeholders)

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

[Negotiation - https://www.cips.org/intelligence-hub/negotiation](https://www.cips.org/intelligence-hub/negotiation)