

SIG UNIVERSITY
CERTIFYING SOURCING AND RISK LEADERS

COURSE SYLLABUS

Certified Sourcing Professional - India (CSP-India)

This eLearning program is tailored for sourcing professionals operating within India. This comprehensive program offers specialized training in both the technical and interpersonal aspects of sourcing, equipping participants with practical insights essential for success in India's unique sourcing landscape. Unlike generic programs, our curriculum is carefully crafted to address the specific challenges and opportunities present in the Indian market, ensuring relevance and applicability to your daily operations. Developed in collaboration with industry experts, this program covers a wide spectrum of sourcing topics, including advanced strategies and MBA-level theoretical frameworks adapted to the Indian context.

In this guide, you will find all the essential information about this program offered by SIG University.

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About SIG University

SIG University was founded on the ideals of elevating sourcing and risk professionals to deliver strategic value to the corporation. It is an inclusive, internationally recognized university with a mission of advancing the sourcing and risk management industries and transforming careers.

SIG University was created at the request of SIG members, who saw an educational training gap for today's workforce. It uses an adult learning model to transfer the knowledge and skills to its students. The learning model is focused on the self-directed learner, who has the basic knowledge and skills of the material, is motivated, has good time management skills, and has the ability to self-evaluate.

The SIG University learning model is supported by a combination of academics and practitioner faculty who currently hold senior leadership positions in sourcing and risk management.

Classroom Format

This program is offered online in a self-paced model, allowing for ultimate flexibility for you or your organization's needs.

Our state of the art learning management system can be accessed from any device and saves the student's progress from where they left off. This allows students to balance their busy schedules and pause, replay, or pick back up when is most convenient for them.

In this delivery model, there are quiz assessments, a discussion forum and a final essay.

*For this program, students must complete all graduation requirements within 6 months of starting. Graduation requirements include completing all lessons and reviewing all supplemental resources.

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What is “strategic sourcing”?

Strategic sourcing encompasses the procurement and supply chain processes while forcing them to evolve. Strategic sourcing is so much more than just procurement. It places an emphasis well beyond the initial purchase price and focuses on the sourcing process through ongoing market analysis and relationship building with suppliers. It takes an in-depth approach to analyze what a company buys, where they buy it from, and at what price and volume.

Companies use strategic sourcing to make their procurement processes better by involving performance measurements and improving the process on an ongoing basis. Strategic sourcing has a multitude of success achievements, but one benefit that stands out among the rest is reduced total cost.

To put it simply, a strategic sourcing plan helps companies achieve big goals that contribute to their success. That’s why it’s important to learn more than just traditional procurement as your role and this function shift to be more strategic in nature.

Who should take this course?

The CSP-India program is appropriate for both senior professionals and those new to the profession with no sourcing background, specifically tailored for individuals conducting sourcing within India. The program is useful for **anyone working in sourcing, outsourcing, procurement, third party risk management, and related fields.** Sourcing teams that take the CSP-India program together can improve their performance by gaining a baseline understanding of fundamental concepts and building a common language.

It’s important to note that the program is not just for practitioners, it’s also for the providers who serve them.

> Key Benefit of a Career in Sourcing & Procurement | ***Contrary to conventional wisdom, today’s sourcing professionals learn skills that go far beyond legal and transactional concerns. From managing metrics and integrating technologies to orchestrating workflows and building ethical business frameworks, these competencies are highly transferable across industries and organizations.***

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What will I learn in this course?

SIG University's CSP-India program provides in-depth training on the hard and soft skills of sourcing, giving students the tangible and practical knowledge they need to be successful. **Through 10 learning paths, students are exposed to strategic sourcing and outsourcing methodologies, best practices in negotiations, and are also equipped with a toolkit of resources allowing them to add value in the office immediately.** This comprehensive program covers a wide range of topics crucial for success in sourcing and procurement roles, including Business Finance, Strategic Sourcing, Contract Management, Supplier Relationship Management, and Negotiation.

In addition to these foundational topics, the program has been carefully adapted for the Indian market, incorporating India-specific content such as commercial terms, financial concepts, regulatory frameworks, and cultural nuances. Participants will gain insights into key aspects of sourcing within India, including engagement with the Government, customs regulations, startup funding models, and specific considerations for procurement organizations operating in India. By blending global best practices with local insights, this program prepares participants to navigate the complexities of sourcing within the Indian business landscape effectively.

To see a list of the subject matter experts who have contributed to the creation of this program, including experts from Everest Group who helped tailor the program for an Indian audience, visit: https://www.sig.org/sig-university/faculty/.



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How is the course structured?

The CSP-India program is a learning journey that is structured in three parts that take approximately **4-7 hours per week (if you complete one learning path per week)** to complete depending on your learning style. In the self-paced model you can choose to go faster or slower as long as you complete the program in one year. You begin with learning the hard skills of sourcing, then move onto key strategic sourcing principles and finish your journey by focusing on the soft skills of sourcing.

You will:



Learn

Complete module assignments.



Discuss

Engage in an asynchronous discussion forum with other students.



Assess

Take quizzes after each lesson to assess your retention.

You will also complete a final short essay on the topics covered in the program. This combination of elements creates a holistic learning experience for our students

What can I expect after completing the course?

In addition to the knowledge, skills and tools gained, those who have completed the CSP-India program have loved the learning experience provided and can **immediately apply what they learned**. All graduates of the CSP-India program are issued a digital badge to include on their CV and LinkedIn profile.



Graduates of the CSP-India program are invited to join the SIG University Alumni and Faculty private LinkedIn group to stay connected with peers and faculty.



Additionally, SIG University graduates receive 10% off additional courses!

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Empowering Sourcing Excellence in India: Insights from the Program Developers



"Adapting our strategic sourcing program for the Indian market was a natural progression, given the country's growing importance in the global sourcing landscape. We recognized the need to equip sourcing professionals in India with specialized skills and knowledge tailored to their unique business environment."

Dawn Tiura, SIG / SIG University, Chief Executive Officer & President



"Sourcing within India presents its own set of challenges and opportunities. Our decision to adapt our program underscores our commitment to empowering sourcing professionals with the expertise needed to thrive in this dynamic market. With tailored training, we aim to elevate sourcing practices and drive greater efficiency and value across industries."

Liz Mantovani, SIG / SIG University, Chief Operating Officer



"As sourcing becomes increasingly globalized, it's essential to recognize the nuances of each market. By focusing on sourcing within India, we aim to bridge the gap between global best practices and local realities. Our program equips professionals with the skills and insights needed to navigate the complexities of sourcing in India, driving innovation and success in sourcing strategies."

Brittany Cayless, SIG / SIG University, Vice President of Education Services

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"As a seasoned corporate leader with a rich background spanning diverse industries in India, I recognized a critical need for sourcing professionals to receive tailored training aligned with the unique dynamics of the Indian market. Volunteering my expertise to collaborate closely with SIG, we meticulously assessed the existing program, identifying strategic gaps and opportunities for enhancement. This endeavor aims not only to address these gaps but to elevate sourcing excellence to unprecedented heights. With a steadfast commitment to fostering talent and driving organizational growth, my collaboration with SIG epitomizes a shared vision of empowering sourcing professionals with the knowledge and acumen necessary to navigate complex business landscapes. Through our combined efforts, we strive to cultivate a culture of relentless pursuit of excellence and drive transformative change in the sourcing domain, ultimately shaping the future of business in India and beyond."

Ranjith Doshi, Recruitment Entrepreneur India, Country Manager



"As experts in helping sourcing leaders navigate complex global supply markets and supplier relationships, Everest Group found a natural fit in collaborating with SIG. Renowned for its gold standard training programs and leadership in the sourcing space, SIG's commitment to excellence made them the perfect partner for us to help adapt their training for the Indian audience. Our goal of offering practical, forward-looking decision support and market intelligence to sourcing professionals aligns seamlessly with SIG's dedication to providing top-notch education. Together, we're empowering sourcing excellence in India and beyond, ensuring professionals are equipped to navigate modern challenges and drive value-focused approaches within their organizations."

Amy Fong, Everest Group, Partner - Sourcing and Vendor Management

Key Benefit of a Career in Sourcing & Procurement | ***The widespread need for procurement means exposure to many different projects and sectors, so you'll never be siloed to a single department or workflow. Sourcing professionals work across departmental and organizational divides, leveraging communication skills, technological expertise and tactical know-how to unify business efforts.***

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What is the learning journey?

Week 1

Module 1.1: Introduction to Business Finance

Module 1.2: Introduction to Business Analytics

Module 1.3: Strategic Sourcing

Week 2

Module 1.4: Change Management

Module 1.5: Introduction to Stakeholder Management

Module 1.6: Introduction to Business Ethics

Module 1.7: Introduction to Business Law

Week 3

Module 1.8: Contracts Basics

Module 1.9: Terms and Conditions

Module 1.10: Statement of Work Best Practices

Module 1.11: Introduction to RFx

Week 4

Module 1.12: Overview of Procurement and Supply Chain

Module 1.13: Introduction to Outsourcing

Module 1.4: State of Emerging Global Business Services (GBS)

Module 1.15: Artificial Intelligence

Week 5

Module 1.16: An Introduction to Crowdsourcing

Module 1.17: Introduction to Sourcing Business Models

Week 6

Module 2.1: Assess the Environment

- Internal Analysis
- External Analysis
- Total Cost of Ownership Analysis
- Company Training Development

Week 7

Module 2.2: Analyze

- Sourcing Strategy and Development
- Outsourcing Strategy
- Supply Market Selection

Module 2.3: Execute

- Implementation Plan
- RFx and Solicitation Plans
- Negotiations
- Essential Elements of a Contract

Week 8

Module 2.4: Benchmark and Refine

- Governance and Relationship Management
- Supplier Performance Management (SPM)
- Category Performance Tracking
- Continuous Improvement Strategy

Week 9

Module 3.1: Project Management Principles

Module 3.2: Total Cost of Ownership, Cost Modeling and Should Cost

Module 3.3: Category Management

Module 3.4: Negotiation Preparation

Module 3.5: Cross-Functional Teams

Module 3.6: Sourcing Change Management

Week 10

Module 3.7: Sustainability in the Supply Chain

Module 3.8: Supplier Communication

Module 3.9: Sales Skills

Module 3.10: Presenting to Senior Executives

*Individual lessons within the modules have been adapted for an Indian audience and context.

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What our graduates have to say about the program:



"SIG is doing an excellent job of training sourcing professionals to model and emerge as global leaders. It is helping to keep our knowledge up to date and elevate us into leaders of sourcing. I am glad to be part of the SIG network for sourcing professionals and widen my network arena. This as a GREAT program that I would recommend to all sourcing professionals. Last but not least, I would like to thank the entire SIG team and faculty for such a wonderful learning experience. Keep spreading the knowledge and helping professionals to learn. Keep up the Good Work!"
Deepika Khichi, Vice President-Strategic Sourcing



"I did find this program very effective and would highly recommend it to all the aspiring Procurement Professionals as it covers a variety of topics/ concepts which we come across in our daily job roles and this program helps us to connect the dots logically via concepts explained and align it with our practical working activities. I will be looking forward to applying the learning, concepts wherever feasible in my organization to improve overall operational and business efficiencies."
Pratik Saraiya, Senior Manager - Technology Procurement



"The content of the program is well thought out, nicely structured and designed in a very simple language. The 10 weeks has a good spread on the content covering topics on finance, detailed study of each component in the sourcing life cycle, governance, soft skills like negotiation and many more that really provoked my thoughts to change the way I was approaching sourcing a deal. Studying online provided me the flexibility to balance office work and finish each week's content. The assessments at the end of each lesson helped me to have thorough understanding of the topics discussed in the lesson. The additional reference materials were very good and helped me to broaden my knowledge on lot of the topics. If one is interested in networking with their fellow sourcing professionals, the platform used provides an opportunity to interact with professionals from different industries. Additionally, I admired the knowledge of the faculty covering the content every week and their interaction during the week through discussion forum was useful. I would recommend this program for those who want to establish their career as a successful 'Sourcing Professional' and build a world-class 'Sourcing Team'."
Prema Shankarasubban, Director - Global Head of Quality Assurance, Global Supply Chain Management

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What are the enrollment fees?

Base Price: **65,000 INR**

SIG Member Price: **50,000 INR**

What are my next steps?

Enroll today at:

https://go.sig.org/sigu-csp-india-payment-portal

View our other courses and certifications and learn more about SIG U at:

https://sig.org/sig-university



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