



Your Success Begins Now



Curriculum Guide

Explore our comprehensive offerings of certification programs and topic-specific courses, which will provide you with the skills and expertise needed to succeed.

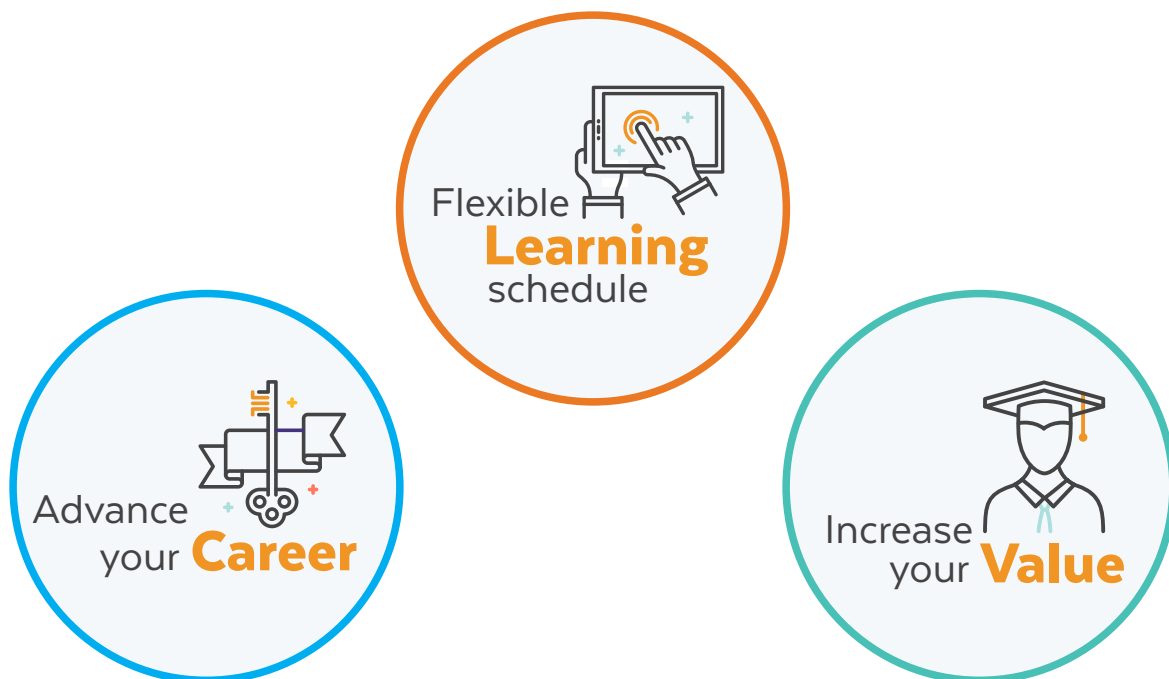
sig.org/university

Advance your career and gain critical education as a:

- ▶ Certified Sourcing Professional
- ▶ Certified Supplier Management Professional
- ▶ Certified Third Party Risk Management Professional
- ▶ Certified Intelligent Automation Professional

Master new skills through our courses:

- ▶ Cognitive Procurement Specialization Program
- ▶ Contracting in the New Economy
- ▶ Responsible AI Governance for Sourcing Professionals
- ▶ Third Party Risk Management Essentials
- ▶ Third Party Innovation at the Speed of Change
- ▶ 3PRM: Third Party CyberSecurity Risk Management
- ▶ Game Theory in Negotiations



Visit sig.org/university for more information.

Our leading-edge curriculum is current and relevant. Please ask about our training programs or send us your recommendations, we'd love to hear from you at sigu@sig.org

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Certification Pricing

SIG University Online Program Pricing

(not included in SIG Membership cost)

Pricing is subject to change

Certified Sourcing Professional (CSP):

- ▶ Standard Rate: \$3,995
 - ▶ SIG Member Rate: \$2,895
-

Certified Supplier Management Professional (CSMP):

- ▶ Standard Rate: \$3,195
 - ▶ SIG Member Rate: \$2,195
-

Certified Third Party Risk Management Professional (C3PRMP):

- ▶ Standard Rate: \$4,895
 - ▶ SIG Member Rate: \$3,395
-

Certified Intelligent Automation Professional (CIAP):

- ▶ Standard Rate: \$1,795
 - ▶ SIG Member Rate: \$1,295
-

Additional pricing discounts:

- Volume discounts starting at 5% off for team enrollment, depending on program and number of students enrolling
- 10% discount for SIG University Alumni
- Additional discounts are available for select programs for students or those located in developing countries

Course Pricing

SIG University Online Program Pricing

(not included in SIG Membership cost)

Pricing is subject to change

Cognitive Procurement Specialization Program (CPSP):

- ▶ Standard Rate: \$495
 - ▶ SIG Member Rate: \$395
-

Contracting in the New Economy (CITNE):

- ▶ Standard Rate: \$2,995
 - ▶ SIG Member Rate: \$1,995
-

Responsible AI Governance for Sourcing Professionals (RAIG):

- ▶ Standard Rate: \$1,495
 - ▶ SIG Member Rate: \$1,195
-

Third Party Risk Management Essentials (3PRM-Essentials)

- ▶ Standard Rate: \$495
 - ▶ SIG Member Rate: \$395
-

Third Party Innovation Risk at the Speed of Change (3PRM-Innovation Risk)

- ▶ Standard Rate: \$495
 - ▶ SIG Member Rate: \$395
-

3PRM: Third Party CyberSecurity Risk Management (3PRM-Cybersecurity)

- ▶ Standard Rate: \$795
 - ▶ SIG Member Rate: \$695
-

Game Theory in Negotiations (GTIN)

- ▶ Standard Rate: \$1,995
 - ▶ SIG Member Rate: \$1,395
-

Additional pricing discounts:

- Volume discounts starting at 5% off for team enrollment, depending on program and number of students enrolling
- 10% discount for SIG University Alumni
- Additional discounts are available for select programs for students or those located in developing countries

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 practitioner faculty who currently hold senior leadership positions in sourcing and risk management, allowing them to guide students to a better learning outcome.

Classroom Format

SIG University programs are offered online in either an open-cohort, closed-cohort or self-paced semester depending on the program selected and on you or your organization's needs. See each program's course syllabus to see which delivery model is offered for that program. For most programs, open and closed cohort options are available.

Open-cohort semesters are offered at regular intervals throughout the year. This option is our most popular model as professionals from different organizations and industries come together to leverage different experiences and apply learning from the program in a faculty-facilitated weekly discussion forum. Lessons are assigned and must be completed each week to ensure that everyone progresses through the program at the same pace. You still have the flexibility to complete each weekly lesson online as your schedule allows.

Closed-cohort semesters are available to organizations that wish for their team to have more private and focused discussions on how the topics apply to their organization specifically. This option is limited to groups of 20 students or more but can start at any time during the year. In a closed-cohort model, SIG recommends senior-level professionals from the organization facilitate the discussion forum.

*For all delivery models, students must complete all graduation requirements for the selected program within 12 months unless otherwise stated in the course syllabus for the program. Graduation requirements include completing all lessons and may also include quiz, assessments, an exam or final essay, and participating in the discussion forum. See each program's syllabus for program-specific requirements.

To stay informed on all the latest happenings at SIG University, including new program offerings, semester start dates, training events, ways to earn continuing education as well as special offers, make sure to follow us on social media:



SIG University



@SIGUniversity



Sourcing Professional Certification (CSP)

This eLearning certification 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. This program is the most well-rounded curriculum available on the market for those seeking additional sourcing expertise, including program content that contains MBA-level sourcing theory.

Course Length

10 weeks

Hours Per Week

4 - 7 hours

Delivery Method

Open or Closed Cohort Semester

At the end of this program, Certified Sourcing Professionals should be able to assess and implement:

- ▶ Business “best practices” and theories in order to develop and continually improve company operations and outcomes
- ▶ Strategic sourcing methodology to design, deliver and troubleshoot company initiatives
- ▶ Systematic outsourcing methodology in order to design, execute and evaluate company initiatives
- ▶ Effective leadership models and team development strategies
- ▶ Department level goal setting and monitoring strategies that achieve results and align with overall organizational goals
- ▶ Technological solutions to support efficient operations

Who should take this course?

The CSP program is appropriate for both senior professionals and those new to the profession with no sourcing background. The program is useful for anyone working in sourcing, outsourcing, procurement, third party risk management, and related fields. Sourcing teams that take the CSP 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.

View the course syllabus for more details: go.sig.org/sigu-csp-syllabus



“The CSP Program was a good refresher for me on key concepts and methodologies, with an introduction to a few new items as well. My team was also certified and found the program to be comprehensive and well-rounded, and provided the right amount of knowledge in an easy to understand format.”

Monica Oliverio
Honda North America



Supplier Management Professional Certification (CSMP)

This eLearning certification program provides in-depth training that will help you understand the significance of Governance, Risk, and Compliance to put effective controls in place to strategically manage supplier relationships.

Course Length

5 weeks

Hours Per Week

2 - 4 hours

Delivery Method

Open or Closed Cohort Semester

At the end of this program, Certified Supplier Management Professionals should be able to:

- ▶ Comprehend the significance of Governance, Risk and Compliance
- ▶ Understand the various levels of supplier management governance, including corporate, business unit and contract level activities
- ▶ Understand how to select the appropriate governance program, and key components, for each relationship model
- ▶ Relate to how differences in strategy, values and culture between the buying company and the supplier might impact the relationship
- ▶ Be able to define and give examples of each of the key components of an operating model
- ▶ Evaluate budgetary requirements for managing a governance program
- ▶ Understand how to capture and activate innovative ideas through the governance structure
- ▶ Describe the critical tools to use in implementing a governance program

Who should take this course?

The CSMP program is applicable to many roles in the industry, including those who work as practitioners and providers. It is applicable to category managers, supplier relationship managers, procurement managers, and any person within the business who owns and manages supplier relationships (such as IT Directors, Marketing Managers, Engineers, Manufacturing leads, etc).

If you manage supplier relationships and want to learn more about how an effective GRC program can create long-term value and spur supplier innovation, then this program is for you.

View the course syllabus for more details: go.sig.org/sigu-csmp-syllabus



“With the completion of this certification, I have a richer understanding of overall supplier governance and why it’s important. I now understand the importance of our supplier governance process of adhering to them throughout the contract lifecycle of third-party relationships, and essential for a successful Third-Party Governance program.”



Third Party Risk Management Professional Certification (C3PRMP)

This eLearning certification program was created in partnership with Linda Tuck Chapman, a leading expert in third-party risk and relationship management and CEO of the Third Party Risk Institute, and will teach you best and emerging practices in third party risk management throughout the lifecycle of critical relationships and the tools for effective governance.

<u>Course Length</u>	<u>Hours Per Week</u>
10 weeks	3 - 6 hours

C3PRMP graduates have the option to earn 20 CPD credits (GARP) and/or 66 CPE credits (NASBA)

As a Certified Third Party Risk Management Professional (C3PRMP), graduates will enjoy the confidence of a strong working knowledge in:

- ▶ Actionable best and emerging practices in third party lifecycle and risk management
- ▶ Aligning frameworks, methodologies, tools and processes with Enterprise and Operational risk management
- ▶ Time-honored risk frameworks (COBIT, ISO, NIST, etc.) that power effective third party risk identification and management
- ▶ “A deep dive into nine of the” highest water mark risk domains and drivers; risk identification, evaluation and ratings; effective controls and monitoring
- ▶ Enabling effective governance and oversight with KRIs, KPI’s, senior management and board reporting

Who should take this course?

The C3PRMP program is applicable to so many roles in sourcing, outsourcing, procurement, vendor management, third-party risk management, and related fields. If you work with third parties in any capacity, then this program is for you. And it’s not just for practitioners, it’s also for the providers who serve them.

Some professions that would benefit from the program are:

- | | |
|--|---|
| ▶ Business Continuity Management Professionals | ▶ Information Security Risk Analysts |
| ▶ Supply Chain Professionals | ▶ Operational or Enterprise Risk Management Professionals |
| ▶ Sourcing and Procurement Professionals | ▶ Vendor Relationship Management Professionals |
| ▶ Certified Public Accountants (CPA) | ▶ Supplier Risk Managers |
| ▶ Compliance/Legal Professionals | ▶ Third-Party Risk Professionals |
| ▶ Financial Risk Managers (FRM) | ▶ Vendor Relationship Managers (VRM) |

View the course syllabus for more details: go.sig.org/sigu-c3prmp-syllabus



“This program has introduced me to the world of AI which needs to be properly interpreted to harness the right energy and propel with a focus approached.”



Intelligent Automation Professional Certification (CIAP)

This eLearning certification program provides in-depth training that will introduce you to automation technologies, show you how to identify the correct opportunities to build, run and sustain a successful automation program, and will help you understand the true potential of IPA technologies.

Course Length

6 weeks

Hours Per Week

2 - 5 hours

Delivery Method

Open or Closed Cohort Semester

As a Certified Intelligent Automation Professional (CIAP), graduates will be able to:

- ▶ Analyze and compare candidates for automation
- ▶ Describe the lifecycle of an automation project
- ▶ Describe the key business drivers for automation and recognize their associated benefits
- ▶ Differentiate between tactical process automation and transformational process automation
- ▶ Define, track and ensure realization of all benefits defined in the business cases
- ▶ Implement best practice methodology to the identification, design and development of an automation program
- ▶ Recognize the skills required, both internal and external, to build and run an effective Center of Excellence (CoE)
- ▶ Describe how to sustain IPA performance and continue to drive value

Who should take this course?

The CIAP program was designed for business leaders, executives, and managers who work in corporate settings, in government, or in academia that are looking to transform operations through intelligent process automation. It is applicable to so many roles in sourcing, outsourcing, procurement, and related fields.

View the course syllabus for more details: go.sig.org/sigu-ciap-syllabus



“I wish this program would have been available before we started our RPA and IA journey. It would have been a great level setting experience for the company. As one of the executive sponsors, I could have created a much better view for our leadership of what we are doing.”



Cognitive Procurement Specialization Program (CPSP)

This eLearning training program was created by academics, expert practitioners, and in collaboration with the team at Zycus to assist forward-looking procurement leaders in leveraging Cognitive Procurement technology to generate path-breaking business outcomes regarding savings, visibility, compliance, and risk mitigation.

Course Length

6 lessons

Content Length

90 minutes

Delivery Method

Self-paced

At the end of this program, Cognitive Procurement Specialization Program, graduates should be able to:

- ▶ Comprehend the importance of Cognitive Procurement and understand the basics
- ▶ Recognize common AI myths
- ▶ Evaluate use cases that cover different aspects of the procurement process
- ▶ Define AI's automation impact with the 53% Rule and understand Cognitive Procurement's benefit potential
- ▶ Understand digitization diagnostics and digitization deficiencies
- ▶ Determine a Pre-implementation Action Plan
- ▶ Accomplish AI Readiness

Who should take this course?

The Cognitive Procurement course is designed for professionals in procurement, supply chain management, and other related fields. This includes individuals who are responsible for sourcing, supplier management, spend analysis, contract management, and procure-to-pay processes. The course is also suitable for managers and executives who want to gain a deeper understanding of how cognitive procurement can benefit their organization.

Individuals who take the course will gain valuable skills and knowledge in the areas of AI, which are becoming increasingly important in today's digital economy. They will learn how to use these technologies to automate and optimize procurement processes, resulting in improved efficiency and cost savings. Additionally, they will gain a better understanding of how to make more informed decisions through the use of data-driven insights.

Finally, the course is intended for professionals who want to stay current with the latest technological advancements and best practices in procurement and want to be able to bring more value to their organization.

View the course syllabus for more details: go.sig.org/sigu-cpsp-syllabus



"This program has introduced me to the world of AI which needs to be properly interpreted to harness the right energy and propel with a focus approached."



Contracting in the New Economy

(CITNE)

This eLearning training program will help you understand the significance of collaborative and relational contracts in creating greater value, mitigating risk, and fostering innovation in today's commercial contracts and strategic business relationships.

Course Length

10 weeks

Hours Per Week

3 - 6 hours

Delivery Method

Open or Closed Cohort Semester

The Program Covers:

- ▶ Exploring the social science, economics, and psychology of contracting
- ▶ Moving from theory to practice
- ▶ Laying the foundation for a partnership
- ▶ Co-creating a shared vision and objectives
- ▶ Adopting guiding principles for the partnership
- ▶ Aligning expectations and interests
- ▶ Stayin aligned
- ▶ Understanding the legal considerations of Relational Contracting

Who should take this course?

The CITNE program applies to many roles in the industry, including those who work as sourcing practitioners and service providers. It applies to category managers, supplier relationship managers, procurement managers, lawyers, risk managers, operations, finance, business development, and any person within the business who owns and manages business relationships (such as IT Directors, Marketing Managers, Lawyers, Risk Analysts, Engineers, Manufacturing Leaders, etc.).

If you manage supplier/customer relationships and want to learn more about how relational contracting can create long-term value and foster bilateral innovation, then this program is for you.

View the course syllabus for more details: go.sig.org/sigu-citne-syllabus



“This program has been so insightful and educating for safe contracting practices. I have had many cases where lousy contracting was the root of my teams’ problems. Throughout this course, I have learned new skills and been able to reevaluate critical steps I am going to be implementing in my work.”



Responsible AI Governance for Sourcing Professionals

(RAIG)

The Responsible AI Governance for Sourcing Professionals program provides you with the skills, templates, and best practices to create and execute strategies to support you in finding and reducing risk and generating opportunities from AI systems used by suppliers and employees on behalf of your organization.

<u>Course Length</u>	<u>Content Length</u>	<u>Delivery Method</u>
20 modules	5 hours	Self-paced





At the end of this program, Responsible AI Governance for Sourcing Professionals, graduates should be able to:

- ▶ Apply responsible AI methodologies in real-world business scenarios
- ▶ Identify and mitigate AI-related risks using Risk Mapping techniques
- ▶ Develop AI governance policies to ensure ethical and responsible AI deployment
- ▶ Analyze real-world AI case studies and extract lessons for practical application
- ▶ Adapt existing and legacy business processes to align with evolving AI capabilities
- ▶ Communicate Responsible AI principles effectively to stakeholders
- ▶ Leverage a toolkit of Responsible AI resources to add immediate value
- ▶ Stay informed of the latest AI governance insights and industry developments

Who should take this course?

The RAIG program is ideal for both senior professionals and newcomers in procurement and sourcing. It benefits those in sourcing, category management, procurement operations, and third-party risk management. Teams taking the program together gain a shared understanding and common language, improving performance. Businesses benefit from teams that can identify responsible cost reductions and AI-related risks, such as impacts on corporate insurance in an autonomous world.

The program is valuable not only for practitioners but also for the providers who serve them.

View the course syllabus for more details:

go.sig.org/responsible-ai-governance-for-sourcing-professionals



Third Party Risk Management Essentials

(3PRM-Essentials)

This course offers a welcoming, easy-to-understand introduction to the essential principles of risk management. Our interactive and supportive eWorkshop helps you grasp the basics and apply them in real-life scenarios. Ideal for those at the start of their risk management journey, the course ensures a solid foundation in the field.

<u>Course Length</u>	<u>Content Length</u>	<u>Delivery Method</u>
7 modules	3 hours	Self-paced



At the end of this program, Third Party Risk Management Essentials, graduates should be able to:

- ▶ Understand the basics and importance of managing third party risks in businesses
- ▶ Identify, mitigate, and manage risks effectively
- ▶ Develop a keen sense of risk awareness and its impact on business decisions
- ▶ Have the ability to discuss risk and their mitigation strategies
- ▶ Gain insights into what matters most to senior management and board directors regarding risk management

Who should take this course?

The 3PRM-Essentials program is applicable to so many roles in sourcing, outsourcing, procurement, vendor management, third party risk management, and related fields. If you work with third parties in any capacity, then this program is for you. And it's not just for practitioners, it's also for the providers who serve them.

This course offers a welcoming, easy-to-understand introduction to the essential principles of risk management. Our interactive and supportive eWorkshop helps you grasp the basics and apply them in real-life scenarios. Ideal for those at the start of their risk management journey, the course ensures a solid foundation in the field.

View the course syllabus for more details:

sig.org/sig-university/third-party-risk-management-essentials/



Starting as a beginner in risk management, the 3PRM Essentials course was a perfect launchpad. It simplified complex concepts into digestible content, making my first steps in this field both exciting and informative. This course has given me the confidence to approach risk management tasks in my job.



Third Party Innovation at the Speed of Change

(3PRM-Innovation Risk)

This course offers a practical, easy-to-understand introduction to the essential principles of innovation risk. Our interactive and supportive eWorkshop helps you grasp the basics and apply them in real-life scenarios through video lectures, downloadable tools, templates, and excerpts from industry recognized publications.

Course Length

5 modules

Content Length

4 hours

Delivery Method

Self-paced



At the end of this program, Third Party Innovation at the Speed of Change, graduates should be able to:

- ▶ Understand the basics of innovation risk
- ▶ How to balance speed with prudent risk management
- ▶ Understand why companies innovate and common themes in innovation
- ▶ Gain insights into the innovation conundrum and how to solve it

Who should take this course?

The 3PRM-Innovation Risk program is applicable to so many roles in sourcing, outsourcing, procurement, vendor management, third-party risk management, and related fields. If you work with third parties in any capacity, then this program is for you. And it's not just for practitioners, it's also for the providers who serve them. This course is ideal for anyone looking to bring innovation to their organization.

View the course syllabus for more details:

sig.org/sig-university/third-party-innovation-risk/



3PRM: Third Party CyberSecurity Risk Management

(3PRM-CyberSecurity)

This eLearning training program will provide you with a strong working knowledge of the basics of cybersecurity. This program includes lessons on globally accepted frameworks including ISO and NIST, terminology in common use, and the sources and mitigants for third party cybersecurity risk.

Course Length

5 modules

Content Length

11 hours

Delivery Method

Self-paced





At the end of this program, 3PRM: Third Party CyberSecurity Risk Management, graduates should be able to:

- ▶ Align enterprise and CyberSecurity risks effectively.
- ▶ Identify threat actors, their tactics, and risk lifecycle activities.
- ▶ Understand key CyberSecurity terminology and role-based accountabilities.
- ▶ Implement risk mitigation strategies and security controls.
- ▶ Conduct penetration testing, disaster recovery, and business continuity planning.
- ▶ Apply risk transference techniques and continuous monitoring practices.
- ▶ Utilize ISO and NIST frameworks for CyberSecurity risk management.
- ▶ Implement and assess controls from special publications and frameworks.
- ▶ Apply the Risk Management Framework (RMF) to evaluate CyberSecurity risks.
- ▶ Assess high-impact controls and third-party control evaluations.
- ▶ Understand the role of a Software Bill of Materials in risk management.
- ▶ Recognize and mitigate threats like malware, phishing, deep fakes, and SQL injection.

Who should take this course?

The 3PRM-CyberSecurity program is applicable to so many roles in sourcing, outsourcing, procurement, vendor management, third party risk management, and related fields. Whether you're responsible for risk management, oversight, compliance, or audit, or contemplating a career in cybersecurity risk management, our Certificate Program delivers practical, actionable knowledge.

This self-paced program was created by industry experts who share their insights into globally recognized frameworks, threat actors' motivations and techniques, and how cybersecurity professionals protect their organizations.

View the [course syllabus](#) for more details:

sig.org/sig-university/professional-learning-and-development-courses/



Game Theory in Negotiations

(GTIN)

This eLearning training program equips procurement professionals with the tools and strategies to apply game theory in their supplier negotiations, enabling them to maximize their savings and achieve their ideal commercial outcomes.

Course Length

7 weeks

Content Length

14 hours

Delivery Method

Self-paced





At the end of this program, Game Theory in Negotiations, graduates should be able to:

- ▶ Apply game theory fundamentals to procurement negotiations.
- ▶ Design and execute various procurement auction formats, understanding their tradeoffs
- ▶ Determine the most effective auction format for different scenarios
- ▶ Quantify non-cost factors using Total Cost of Ownership (TCO) for fair supplier comparisons
- ▶ Secure stakeholder buy-in for competitive negotiation methods and address biases
- ▶ Communicate negotiation strategies effectively to suppliers and manage resistance
- ▶ Apply theoretical concepts to real-world procurement negotiations through case studies

Who should take this course?

This program is ideal for:

- ▶ Professionals directly involved in procurement negotiations with suppliers (e.g., category managers, procurement engineers, supplier account managers)
- ▶ Cross-functional colleagues who have supplier contact and contribute to negotiations

Whether you're a seasoned professional or new to procurement, this training should provide you with additional expertise to drive better negotiation outcomes.

View the course syllabus for more details:

sig.org/sig-university/game-theory-in-negotiations-gtin/



Supercharge your career with a certification from SIG University.

To get more information about enrolling yourself or your team, visit <https://sig.org/university>

Request to meet with an educational adviser to discuss your needs at <https://www.sig.org/sig-university/request-to-enroll/>

Or contact us directly by emailing sigu@sig.org

Prerequisites

Those enrolling in one of our programs must meet one of the following prerequisites:

- Bachelor's degree OR
- 4 years of relevant industry experience OR
- 8+ years of general business experience

No advance preparation is required.

Program Level: Intermediate

Delivery Method: QAS Self Study

Refunds and Cancellations:

It is our policy to fully meet or exceed client and participant expectations. However, if for any reason clients or participants believe that their program needs were not met, they may request a refund for the program fees. If the request is substantiated a full or partial refund may be granted. Requests for refunds should be directed to Dawn Tiura via email at dtiura@sig.org.

Ms. Tiura will make every effort possible to investigate the cause of all complaints and to take any corrective action that may appropriate.

Any complaints should be directed to Dawn Tiura, President and CEO, SIG using the following contact methods: e-mail: dtiura@sig.org

Certification Terms and Maintenance

All SIG University certifications must be renewed every three years to remain valid. SIG University certification programs are renewable by providing proof of Continuing Education (CE) credits earned or by retaking the program and are subject to applicable fees. A detailed explanation of re-certification guidelines can be found at: <https://sig.org/sig-university/certification-maintenance>