

## Your route to becoming MCIPS



Excel...

# Achieve...

...MCIPS and discover how to truly excel in the field of procurement and supply and further your career.

**A career in procurement and supply can take you all around the world and help you achieve the highest levels within your company. Buyers are in an extremely powerful position; procuring services and resources at the right time and at the right price, particularly in today's challenging economic environment, can literally make or break a business. This means that senior procurement professionals are in extremely high demand.**

The Chartered Institute of Purchasing and Supply (CIPS) is the leading voice of the procurement and supply profession, and, with a global community of almost 100,000 in 150 countries, the largest. We set the standards and are the only professional body in the world to promote a Code of Conduct; a code that has become the international model for procurement and supply practice.

*If you are outside the profession joining as an Affiliate Member\* is a great way to stay up to date with developments in procurement and supply, plus you will have access to all of our benefits, resources and events.*

Choose from one of the following routes to MCIPS...

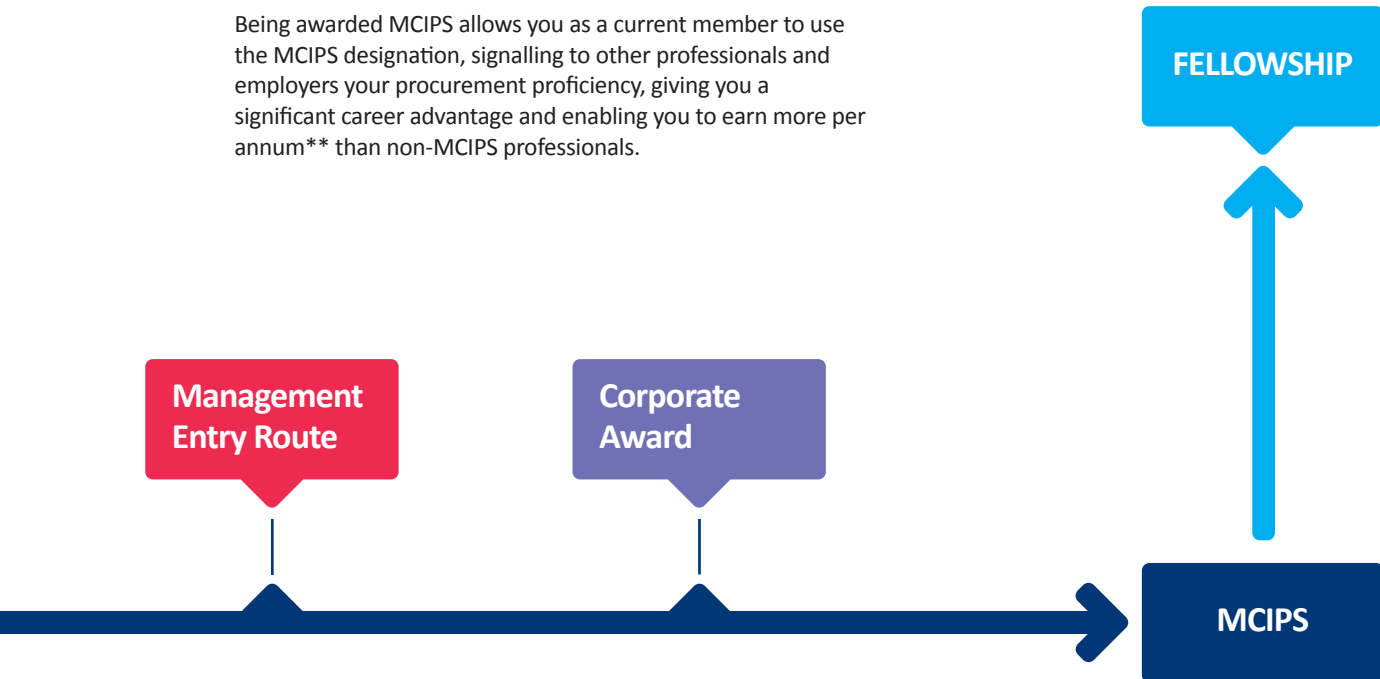


**As a fully qualified member of CIPS (MCIPS) you have achieved an internationally recognised award which represents the status within the profession for a procurement and supply professional.**

MCIPS can be achieved through:

- Studying for CIPS professional qualifications
- An accredited degree
- The CIPS Management Entry Route (MER) for senior professionals
- The CIPS Corporate Award for groups of professionals within a company.

Being awarded MCIPS allows you as a current member to use the MCIPS designation, signalling to other professionals and employers your procurement proficiency, giving you a significant career advantage and enabling you to earn more per annum\*\* than non-MCIPS professionals.



# CIPS Professional Qualifications...

...study at your own pace anywhere in the world and enjoy the career advantages of becoming MCIPS.

**It takes hard work and commitment to achieve MCIPS through the CIPS professional qualifications route, but the rewards are great and will make a real difference in your current role and throughout your career.**

You can join CIPS as a Student Member at various points in your career, depending on your qualifications and experience. You will then gradually work your way through our levels of qualifications to give you the underpinning knowledge you need to achieve MCIPS. If you already have a relevant degree or qualification, you may be exempt from some units of study and we will advise you on this before you commence studies.

**For more information, please download our Guide to Qualifications at [www.cips.org/CIPSQualifications](http://www.cips.org/CIPSQualifications)**

**You can study anywhere in the world for your MCIPS qualification. Choose from:**

## **CIPS study centres**

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A network of more than 200 registered study centres across the globe allowing you to study at a respected college or university through part-time traditional classroom learning, intensive classroom or workshop sessions, or tutor-supported distance learning.

## **Self study**

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Study on your own, at your own pace, using our course books, or enrol with the CIPS Learning Academy which provides printed and e-learning resources.

# Accredited degree...

...there are a number of university degree programmes that fulfil CIPS qualification requirements.

**If you are studying for a CIPS accredited degree or postgraduate programme, you will either be awarded MCIPS at the end of your studies, or you may need to undertake some top-up programmes of study to gain MCIPS.**

Degree students will need to join CIPS as a Student Member, but if you have completed your studies you will join as an Affiliate Member, before being awarded full MCIPS membership.

**For a full list of accredited degrees, visit [www.cips.org/AccreditedDegrees](http://www.cips.org/AccreditedDegrees)**

# Management Entry Route...

...if you are a senior procurement and supply professional, you may be eligible for our experiential route to MCIPS.

**The CIPS Management Entry Route (MER) is a way to gain recognition for your considerable experience and achievements in procurement and supply, and to start enjoying the career-enhancing benefits of having the MCIPS designation after your name.**

If you are not already a member of CIPS, you will need to join as an Affiliate Member and if after your initial evaluation it is confirmed that MER is the right route for you, an assessment fee is chargeable.

Your formal assessment commences with an online questionnaire that is designed to assess your technical and professional competencies. Your assessment will be completed with a telephone interview to further explore your expertise.

The assessment will either result in MCIPS being awarded or a development plan to be completed to fill any knowledge gaps before you become MCIPS.

The MER route consists of a rigorous assessment process for procurement professionals and is designed to demonstrate your knowledge and experience, and to ensure you satisfy the standard for awarding MCIPS.

**For more information about our Management Entry Route, please visit [www.cips.org/MER](http://www.cips.org/MER)**

# Are you eligible to apply?

**Typically the kinds of people who have successfully achieved MCIPS through the Management Entry Route will:**

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- Have at least five years' experience at a senior level
- Generally be upper middle to senior managers
- Be strategic decision makers with budgeting influence

**or**

- Work in education in procurement and supply chain management.

**Our criteria for assessing your application covers the following competencies:**

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- Commercial targets
- Improving stakeholder delivery
- Purpose and direction
- Working with others
- Supply base analysis
- Risk management
- Negotiation skills
- Customer/client management
- Contract management
- Contract selection and legal
- Procurement process management
- Finance for procurement
- Supply chain analysis
- Communication
- Assessing/developing people
- Building winning teams
- Project planning and budgeting
- Project implementation and control
- Business acumen
- Problem solving and analysis.

# Corporate Award...

...a tailored, accredited programme for you and your colleagues to build procurement expertise and achieve the MCIPS award.

**The CIPS Corporate Award is ideally suited to between eight and sixteen people within an organisation, and focuses on developing professional procurement expertise whilst supporting business improvement. It is an accredited, applied training programme that is tailored to meet the specific learning needs of your organisation, demonstrating a clear return on investment and measurable cost benefits.**

The Corporate Award takes the form of modular study programmes developed to suit your organisation's work patterns, including practical assignments and live business projects which apply your learning directly back into your organisation.

As you and your colleagues progress through the different levels, building your knowledge and skills, you and your employers will begin to see a positive impact in the workplace. Professionals who achieve the highest levels within the Corporate Award will of course benefit from being able to use the MCIPS post-nominals as long as they remain current members.

**For more information about our Corporate Award, please visit [www.cips.org/CorporateAward](http://www.cips.org/CorporateAward)**



## CORPORATE AWARD - CASE STUDY



**Sellafield Ltd was looking for a low cost, high value way to raise professional standards among commercial staff within the organisation. Ultimately, the aim was to enable business success through voluntary engagement. CIPS Corporate Award allowed them to demonstrate a firm commitment to staff, encouraging them to achieve their personal goals whilst meeting business objectives.**

**32** commercial staff members were awarded MCIPS

**39%** increase in population of CIPS qualified staff

**CIPS Corporate Award helped Sellafield Ltd to save money by running training on site.**

### Benefits of CIPS Corporate Award

- Practical application with value for money
- Return on investment
- Business relevance
- Develops professional practitioners
- Learning applied to the benefit of the organisation
- Programme tailored to your organisation
- Supports talent management, retention and attraction
- Creates a corporate community of excellence
- Consistency of practice across the organisation
- Leads to behaviour change
- Shapes future leaders
- Builds confidence for participants
- Stakeholder engagement
- Supports change management
- Develops internal networking and cross-group procurement interaction
- Asks intelligent questions and gives intelligent answers
- Promotes solutions-based thinkers and doers
- Procurement strategy aligned to the strategy of the organisation.

# Benefit...

...from becoming MCIPS and open up a wealth of advantages for you and your organisation.

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## Connect with other members

A global community of almost 100,000 members in 150 countries who we bring together to share news and ideas through member events, networking opportunities and discussion forums.

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## Access professional resources

Throughout the year you will receive: Supply Management magazine which features the latest news and job opportunities in the profession, monthly e-updates and a quarterly Qualifications Update, access to our comprehensive online knowledge resource, CIPS Intelligence, and invitations to member events and conferences.

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## Support your career

Our CIPS Recruitment website features all the latest job opportunities and careers advice, and an online Continuing Professional Development resource helps keep your knowledge and skills up to date, along with a free legal helpline.

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## Benefit from discounts

As a member, you will save money on our training courses and conferences, and when you buy from our bookshop, along with a range of other items and services.

## The Benefits of MCIPS Status

### Enjoy greater rewards

Procurement professionals who achieve MCIPS status earn more per annum than non-MCIPS colleagues in the same positions and, as a current member, are entitled to use the post-nominals MCIPS.

### Achieve your potential

A professional qualification will enhance your skills and practices, and equip you with new ones, providing you with the tools you need to excel in your career in procurement and supply.

### Gain a career advantage

Studying for and gaining MCIPS demonstrates your serious intent and commitment to your career; a huge advantage when it comes to career progression.

# Join...

...CIPS today and start accessing the many benefits of membership.

To take CIPS qualifications or to aim for MCIPS through the Management Entry Route, an accredited degree or our Corporate Award, you will need to be a CIPS member.

Joining is easy...  
Simply visit [www.cips.org/join](http://www.cips.org/join)

We look forward to welcoming you to CIPS.

## About CIPS

CIPS is the chartered body dedicated to the procurement and supply profession

CIPS has a global community of almost 100,000 members in 150 countries

CIPS qualifications are fully recognised and accredited around the world

CIPS Code of Conduct is the international model for procurement and supply practice

CIPS study programmes are highly regarded by governments, the private sector and the third sector



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