



CIPN

Certified International Professional Negotiator

.Introduction

CIPN, (“Certified International Professional Negotiator”), is a certification program designed for US and international business practitioners by the American Certification Institute (ACI) and the International Purchasing and Supply Chain Management Institute (IPSCMI) for those individuals who wish to increase their international negotiation skills. This program is dedicated to promote negotiation skills and knowledge to world-class standards.

CIPN is designed to evaluate objectively professionals on their ability to learn and apply international business negotiation knowledge, skill, and ability. If the professional wishes to obtain certification, he/she must demonstrate such knowledge, skill, and ability through a “real-world” international “mock negotiation” conducted on the last day of the class or successfully pass an 80 question multiple choice certification examination. The method of evaluation is determined by the individual client organization. For public seminars, the “mock negotiation” approach is employed. In the “mock negotiation”, group and individual negotiators are thoroughly evaluated and critiqued by the course instructors and other students. If successful, they will be considered candidates for certification.

Why get certified?

- Enhance your career and qualify for promotion.
- Gain prestige and respect within your profession.
- The title of CIPN means you probably have enough knowledge, skill, and ability to win at negotiation.

Who Should Attend?

- Business and Contract Negotiators
- Import-export dealers
- Purchasers involved in global purchasing
- International marketing and sales personnel



- Anyone who wishes to be a CIPN or wants to be trained in international negotiation

Core Modules

- Unit 1: Purchasing Environment
- Unit 2: Contract Negotiation Competencies – The Skills to Win
- Unit 3: The Contract Negotiation Process
- Unit 4: Planning Contract Negotiations – People, Tools, & Best Practices
- Unit 5: Planning Contract Negotiations: Strategies, Tactics, and Countertactics
- Unit 6: Conducting Contract Negotiations: Building Relationships and Successful Outcomes
- Unit 7: Forming and Documenting the Right Performance –Based Contract
- Unit 8: Contract Negotiations : Best Practices

Requirements for certification

- AA degree OR more than three years of experience in business negotiation.
- satisfactory completion of a 3 hour examination covering the “Body of Negotiation Knowledge” addressed in the training program. (or successful completion of a complex “mock-negotiation”/simulation).
- Completion of an application for certification and payment of all fees.