



looking for **quality** training  
in **purchasing** and **supply**



**D. M. JONES & ASSOCIATES LTD**

**CIPS Course Brochure**

**September 2019 to September 2020**

**CIPS – CENTRE OF EXCELLENCE**

**Established 1986**

**Providing Levels 2 – 6 of the CIPS qualifications ladder**

**Centres across the UK:**

**BLACKBURN**

**BRADFORD**

**NEWCASTLE**

**SHEFFIELD**

**HULL**

**BLACKPOOL**

**MANCHESTER**

**BIRMINGHAM**

**EDINBURGH**

**LONDON**

**Website: [dmjonesassociates.co.uk](http://dmjonesassociates.co.uk)**

**Contact Course Director - Eleanor Wolf**

**[info@dmjonesassociates.co.uk](mailto:info@dmjonesassociates.co.uk)**

**Phone number 01200 429048 / 07737 136056**

## Reasons to study with us:

### Our prices include:

- **Exclusive course notes and materials** prepared by our tutors
- **In-class tutored learning and support for each subject.** Students can also attend any other sessions in any location if they have missed days or would like to revisit areas. They can also attend as many revision sessions as they wish, at any of our locations.
- **Refreshments and meals** where appropriate
- **Free entry into one additional block of teaching sessions** for any subject a student needs to resit \*

### The benefits of our courses:

- We are the only national private provider with 10 centres across the UK
- Small group sizes – usually a maximum of 10 students
- Superb pass rates – reflected in our continuing status as a Centre of Excellence
- Possible to complete MCIPS qualifications (Diploma, Advanced Diploma and Professional Diploma) in under 2 years
- Full access – to both tutors and course Principal between teaching sessions
- Flexibility of time – both weekday and weekend courses available
- Flexibility of location – students can base at one centre or mix and match
- Comfortable teaching surroundings at some of the best locations
- Teaching methods include: lectures, workshops, business games, case studies, assignments and opportunities for students to present their own work within class
- Help and advice to those course members who become unemployed
- The ability to network with other practitioners
- Regular course reviews for continuous service improvement

### Active Distance Learning Option for Diploma, Advanced Diploma and Professional Diploma

- Blend of home study and tutored learning
- Scheduled to suit the student
- An introductory meeting and full day taught study session for each unit
- Full access to Tutors and Course Principal between teaching sessions
- Attend any class based revision sessions at any of our centres across the UK free of charge

*\*Resit exam fee will be payable by student. Any further teaching sessions would be charged for at full price. Limited to one subject per level.*

## Blackburn centre – Dunkenhall Hotel, Blackburn Road

### Starting on Diploma

<b><u>Diploma in Procurement and Supply</u></b> All units 12.30 – 8.00pm	Dates <b>All Wednesdays</b>	Exam - period
Ethical and Responsible Sourcing Supplier Relationships	25.09.19, 11.10.19, 16.10.19	11-20.09.19
Defining Business Need Whole Life Asset Management	20.11.19, 27.11.19, 04.12.19	20-29.01.20
Procurement and Supply in Practice	30.01.20, 05.02.20, 12.02.20	02-11.03.20
Commercial Contracting Commercial Negotiation	25.03.20, 01.04.20, 15.04.20	11-20.05.20
Scope and Influence of Procurement and Supply	10.06.20, 17.06.20, 24.06.20	13-22.07.20

### Starting on Advanced Diploma

<b><u>Advanced Diploma in Procurement and Supply</u></b> All units 12.30 – 8.00pm	Dates <b>All Wednesdays</b>	Exam - period
Managing Supply Chain Risks Managing Contractual Risk	11.09.19, 18.09.19, 25.09.19	11-20.09.19
Project and Change Management Operations Management	20.11.19, 27.11.19, 11.12.19	20-29.01.20
Managing Ethical Procurement and Supply Advanced Negotiations	05.02.20, 12.02.20, 26.02.20	02-11.03.20
Managing Teams and Individuals	01.04.20, 22.04.20, 29.05.20	11-20.05.20
Advanced Contract and Financial Management	10.06.20, 17.06.20, 24.06.20	13-22.07.20

### Starting on Professional Diploma

<b><u>Professional Diploma in Procurement and Supply</u></b> All units 12.30 – 8.00pm	Dates <b>All Tuesdays</b>	Exam - period
Supply Network Design Global Logistics Strategy	02.10.19, 08.10.19, 22.10.19	11-20.09.19
Global Strategic Supply Chain Management	10.12.19, 17.12.19, 07.01.20	20-29.01.20
Strategic Ethical Leadership	04.02.20, 11.02.20, 18.02.20	02-11.03.20
Future Strategic Challenges for the Profession Innovation in Procurement and Supply	07.04.20, 14.04.20, 21.04.20	11-20.05.20
Global Commercial Strategy	02.06.20, 16.06.20, 07.07.20	13-22.07.20

## **Birmingham Centre – Park Inn, West Bromwich**

### **Starting on Diploma**

<b><u>Diploma in Procurement and Supply</u></b> All units 9.30 – 4.30pm	Dates <b>All units Thurs/Friday/Saturday block</b>	Exam - period
Defining Business Need Whole Life Asset Management	10/11/12/.10.19	11-20.09.19
Ethical and Responsible Sourcing Supplier Relationships	05/06/07/.12.19	20-29.01.20
Commercial Contracting Commercial Negotiation	27/28/29.02.20	02-11.03.20
Procurement and Supply in Practice	19/20/21.03.20	11-20.05.20
Scope and Influence of Procurement and Supply	02/03/04.07.20	13-22.07.20

### **Starting on Advanced Diploma**

<b><u>Advanced Diploma in Procurement and Supply</u></b> All units 9.30 – 4.30pm	Dates <b>All units Thurs/Friday/Saturday block</b>	Exam - period
Managing Supply Chain Risks Managing Contractual Risk	19/20/21/.09.19	11-20.09.19
Managing Ethical Procurement and Supply Advanced Negotiations	21/22/23/.11.18	20-29.01.20
Project and Change Management Operations Management	30/31.01.20, 01.02.20	02-11.03.20
Advanced Contract and Financial Management	07/08/09.05.20	11-20.05.20
Managing Teams and Individuals	16/17/18.06.20	13-22.07.20

### **Starting on Professional Diploma**

<b><u>Professional Diploma in Procurement and Supply</u></b> All units 9.30 – 4.30pm	Dates <b>All units Thurs/Friday/Saturday block</b>	Exam - period
Supply Network Design Global Logistics Strategy	24/25/26.10.19	11-20.09.19
Global Strategic Supply Chain Management	05/06/07.12.19	20-29.01.20
Strategic Ethical Leadership	13/14/15.02.20	02-11.03.20
Future Strategic Challenges for the Profession Innovation in Procurement and Supply	30.04.20, 01/02.05.20	11-20.05.20
Global Commercial Strategy	25/26/27.06.20	13-22.07.20

## **Manchester Centre – Manchester Conference Centre, Sackville Street**

### **Starting on Diploma**

<b><u>Diploma in Procurement and Supply</u></b> All units 12.30 – 8.00pm	Dates <b>All Tuesdays</b>	Exam - period
Defining Business Need Whole Life Asset Management	01.10.19, 08.10.19, 15.10.19	11-20.11.19
Commercial Contracting Commercial Negotiation	10.12.19, 17.12.19, 07.01.20	20-29.01.20
Ethical and Responsible Sourcing Supplier Relationships	04.02.20, 11.02.20, 18.02.19	02-11.03.20
Procurement and Supply in Practice	17.03.20, 24.03.20, 21.04.20	11-20.05.20
Scope and Influence of Procurement and Supply	09.06.20, 16.06.20, 23.06.20	13-22.07.20

### **Starting on Advanced Diploma**

<b><u>Advanced Diploma in Procurement and Supply</u></b> All units 12.30 – 8.00pm	Dates <b>All Tuesdays</b>	Exam - period
Managing Supply Chain Risks Managing Contractual Risk	10.09.19, 17.09.19, 24.09.19	11-20.11.19
Managing Ethical Procurement and Supply Advanced Negotiations	19.11.19, 26.11.19, 03.12.19	20-29.01.20
Project and Change Management Operations Management	04.02.20, 11.02.20, 18.02.20	02-11.03.20
Advanced Contract and Financial Management	31.03.20, 14.04.20, 28.04.20	11-20.05.20
Managing Teams and Individuals	26.05.20, 02.06.20, 09.06.20	13-22.07.20

### **Starting on Professional Diploma**

<b><u>Professional Diploma in Procurement and Supply</u></b> All units 12.30 – 8.00pm	Dates <b>All Tuesdays</b>	Exam - period
Supply Network Design Global Logistics Strategy	08.10.19, 22.10.19, 29.10.18	11-20.11.19
Strategic Ethical Leadership	10.12.19, 17.12.19, 07.01.20	20-29.01.20
Global Strategic Supply Chain Management	30.01.20, 13.02.20, 27.02.20	02-11.03.20
Future Strategic Challenges for the Profession Innovation in Procurement and Supply	31.03.20, 14.04.20, 28.04.20	11-20.05.20
Global Commercial Strategy	26.05.20, 02.06.20, 30.06.20	13-22.07.20

## **Edinburgh Centre – Marriott Hotel, Glasgow Road, Edinburgh**

### **Starting on Diploma**

<b><u>Diploma in Procurement and Supply</u></b> All units 9.30 – 4.30pm	Dates <b>All units Thurs, Friday and Saturday block</b>	Exam - period
Defining Business Need Whole Life Asset Management	03/04/05.10.19	11-20.11.19
Commercial Contracting Commercial Negotiation	28/29/30.11.19	20-29.01.20
Ethical and Responsible Sourcing Supplier Relationships	20/21/22.02.20	02-11.03.20
Procurement and Supply in Practice	26/2728/.03.20	11-20.05.20
Scope and Influence of Procurement and Supply	11/12/13.06.20	13-22.07.20

### **Starting on Advanced Diploma**

<b><u>Advanced Diploma in Procurement and Supply</u></b> All units 9.30 – 4.30pm	Dates <b>All units Thurs, Friday and Saturday block</b>	Exam - period
Managing Supply Chain Risks Managing Contractual Risk	12/13/14.09.19	11-20.11.19
Managing Teams and Individuals	21/22/23.11.19	20-29.01.20
Project and Change Management Operations Management	27/28/29.02.20	02-11.03.20
Advanced Contract and Financial Management	16/17/18.04.20	11-20.05.20
Managing Ethical Procurement and Supply Advanced Negotiations	04/05/06.06.20	13-22.07.20

### **Starting on Professional Diploma**

<b><u>Professional Diploma in Procurement and Supply</u></b> All units 9.30 – 4.30pm	Dates <b>All units Thurs, Friday and Saturday block</b>	Exam - period
Global Commercial Strategy	11/12/13.10.19	11-20.11.19
Global Strategic Supply Chain Management	05/06/07.12.19	20-29.01.20
Supply Network Design Global Logistics Strategy	06/07/08.02.20	02-11.03.20
Future Strategic Challenges for the Profession Innovation in Procurement and Supply	07/08/09.05.20	11-20.05.20
Strategic Ethical Leadership	02/03/04.07.20	13-22.07.20

## **Bradford centre – Bradford University School of Management**

### **Starting on Diploma**

<b><u>Diploma in Procurement and Supply</u></b> All units 12.30 – 8.00pm	Dates <b>All Mondays</b>	Exam - period
Defining Business Need Whole Life Asset Management	07.10.19, 14.10.19, 21.10.19	11-20.11.19
Procurement and Supply in Practice	25.11.19, 02.12.19, 09.12.19	20-29.01.20
Commercial Contracting Commercial Negotiation	03.02.20, 10.02.20, 17.02.20	02-11.03.20
Ethical and Responsible Sourcing Supplier Relationships	30.03.20, 06.04.20, 13.04.20	11-20.05.20
Scope and Influence of Procurement and Supply	25.05.20, 01.06.20, 08.06.20	13-22.07.20

### **Starting on Advanced Diploma**

<b><u>Advanced Diploma in Procurement and Supply</u></b> All units 12.30 – 8.00pm	Dates <b>All Mondays</b>	Exam - period
Managing Supply Chain Risks Managing Contractual Risk	09.09.19, 16.09.19, 23.09.19	11-20.11.19
Project and Change Management Operations Management	16.12.19, 06.01.20, 13.01.20	20-29.01.20
Managing Teams and Individuals	03.02.20, 10.02.20, 24.02.20	02-11.03.20
Managing Ethical Procurement and Supply Advanced Negotiations	20.04.20, 27.04.20, 04.05.20	11-20.05.20
Advanced Contract and Financial Management	15.06.20, 22.06.20, 29.06.20	13-22.07.20

### **Starting on Professional Diploma**

<b><u>Professional Diploma in Procurement and Supply</u></b> All units 12.30 – 8.00pm	Dates <b>All Wednesdays</b>	Exam - period
Supply Network Design Global Logistics Strategy	11.09.19, 18.09.19, 25.09.19	11-20.11.19
Global Strategic Supply Chain Management	20.11.19, 27.11.19, 11.12.19	20-29.01.20
Global Commercial Strategy	30.01.20, 05.02.20, 12.02.20	02-11.03.20
Future Strategic Challenges for the Profession Innovation in Procurement and Supply	25.03.20, 01.04.20, 15.04.20	11-20.05.20
Strategic Ethical Leadership	10.06.20, 17.06.20, 24.06.20	13-22.07.20



## **Newcastle Centre – Marriott Hotel, Gosforth Park**

### **Starting on Diploma**

<b><u>Diploma in Procurement and Supply</u></b> All units 9.30 – 4.30pm	Dates <b>All units Thurs, Friday and Saturday block</b>	Exam - period
Defining Business Need Whole Life Asset Management	24/25/26.10.19	11-20.11.19
Ethical and Responsible Sourcing Supplier Relationships	12/13/14.12.19	20-29.01.20
Commercial Contracting Commercial Negotiation	06/07/08.02.20	02-11.03.20
Procurement and Supply in Practice	02/03/04.04.20	11-20.05.20
Scope and Influence of Procurement and Supply	02/03/04.07.20	13-22.07.20

### **Starting on Advanced Diploma**

<b><u>Advanced Diploma in Procurement and Supply</u></b> All units 9.30 – 4.30pm	Dates <b>All units Thurs, Friday and Saturday block</b>	Exam - period
Managing Supply Chain Risks Managing Contractual Risk	17/18/19.10.19	11-20.11.19
Managing Teams and Individuals	09/10/11.01.20	20-29.01.20
Managing Ethical Procurement and Supply Advanced Negotiations	13/14/15.02.20	02-11.03.20
Advanced Contract and Financial Management	30.04.20, 01/02.05.20	11-20.05.20
Project and Change Management Operations Management	18/19/20.06.20	13-22.07.20

### **Starting on Professional Diploma**

<b><u>Professional Diploma in Procurement and Supply</u></b> All units 9.30 – 4.30pm	Dates <b>All units Thurs, Friday and Saturday block</b>	Exam - period
Strategic Ethical Leadership	26/27/28.09.19	11-20.11.19
Global Commercial Strategy	04/05/06.12.19	20-29.01.20
Global Strategic Supply Chain Management	20/21/22.02.20	02-11.03.20
Supply Network Design Global Logistics Strategy	26/27/28.03.20	11-20.05.20
Future Strategic Challenges for the Profession Innovation in Procurement and Supply	11/12/13.06.20	13-22.07.20



## Sheffield Centre – The Source, 300 Meadowhall Way, Sheffield

### Starting on Diploma

<b><u>Diploma in Procurement and Supply</u></b> All units 9.30 – 4.30pm	Dates <b>All units Thurs, Friday and Saturday block</b>	Exam - period
Defining Business Need Whole Life Asset Management	17/18/19.10.19	11-20.11.19
Ethical and Responsible Sourcing Supplier Relationships	09/10/11.01.20	20-29.01.20
Commercial Contracting Commercial Negotiation	30/31.01.20, 01.02.20	02-11.03.20
Scope and Influence of Procurement and Supply	09/10/11.04.20	11-20.05.20
Procurement and Supply in Practice	25/26/27.06.20	13-22.07.20

### Starting on Advanced Diploma

<b><u>Advanced Diploma in Procurement and Supply</u></b> All units 9.30 – 4.30pm	Dates <b>All units Thurs, Friday and Saturday block</b>	Exam - period
Managing Teams and Individuals	19/20/21.09.19	11-20.11.19
Managing Supply Chain Risks Managing Contractual Risk	05/06/07.12.19	20-29.01.20
Managing Ethical Procurement and Supply Advanced Negotiations	13/14/15.02.20	02-11.03.20
Advanced Contract and Financial Management	16/17/18.04.20	11-20.05.20
Project and Change Management Operations Management	11/12/13.06.20	13-22.07.20

### Starting on Professional Diploma

<b><u>Professional Diploma in Procurement and Supply</u></b> All units 9.30 – 4.30pm	Dates <b>All units Thurs, Friday and Saturday block</b>	Exam - period
Strategic Ethical Leadership	26/27/28.09.19	11-20.11.19
Supply Network Design Global Logistics Strategy	02/03/04.01.20	20-29.01.20
Global Strategic Supply Chain Management	06/07/08.02.20	02-11.03.20
Global Commercial Strategy	23/24/25.04.20	11-20.05.20
Future Strategic Challenges for the Profession Innovation in Procurement and Supply	28/29/30.05.20	13-22.07.20

### London Centre – Euston House, Eversholt Street

#### Starting on Diploma

<b>Diploma in Procurement and Supply</b> All units 9.00 – 6.30pm	Dates All units Thurs, Friday and Saturday block	Exam - period
Defining Business Need Whole Life Asset Management	26/27/28.09.19	11-20.11.19
Ethical and Responsible Sourcing Supplier Relationships	09/10/11.01.20	20-29.01.20
Procurement and Supply in Practice	27/28/29.02.20	02-11.03.20
Commercial Contracting Commercial Negotiation	16/17/18.04.20	11-20.05.20
Scope and Influence of Procurement and Supply	04/05/06.06.20	13-22.07.20

### Blackpool Centre – Glendower Hotel

#### Starting on Diploma

<b>Diploma in Procurement and Supply</b> All units 9.30 – 4.30pm	Dates All units Thurs, Friday and Saturday block	Exam - period
Defining Business Need Whole Life Asset Management	24/25/26/.10.19	11-20.11.19
Commercial Contracting Commercial Negotiation	12/13/14.12.19	20-29.01.20
Ethical and Responsible Sourcing Supplier Relationships	30/31.01.20, 01.02.20	02-11.03.20
Procurement and Supply in Practice	02/03/04.04.20	11-20.05.20
Scope and Influence of Procurement and Supply	02/03/04.07.20	13-22.07.20

### Hull Centre – Express Inn, Central Hull

#### Starting on Diploma

<b>Diploma in Procurement and Supply</b> All units 9.30 – 4.30pm	Dates All units Thurs, Friday and Saturday block	Exam - period
Defining Business Need Whole Life Asset Management	17/18/19.10.19	11-20.11.19
Commercial Contracting Commercial Negotiation	21/22/23.11.19	20-29.01.20
Ethical and Responsible Sourcing Supplier Relationships	06/07/08.02.20	02-11.03.20
Scope and Influence of Procurement and Supply	09/10/11.04.20	11-20.05.20
Procurement and Supply in Practice	25/26/27.06.20	13-22.07.20

## CIPS CENTRE OF EXCELLENCE

This is the highest level award that is bestowed by The Chartered Institute of Procurement & Supply only to training centres which:-

- train to the highest standards
- have a highly qualified successful team of trainers
- achieve very high levels of success in CIPS exams
- demonstrate the highest standards of client care
- can demonstrate regular audits and improvement in courses
- provide quality training venues and materials

## D M JONES & ASSOCIATES LTD GROUP

Academic Director, Dr David Jones has been successfully providing directorship of CIPS courses for over thirty years. He is a purchasing consultant and visiting lecturer to several universities and the joint author of the UK's best-selling purchasing textbook.

The group is an independent body of experienced lecturers, concerned exclusively with providing tuition for various levels of the Chartered Institute of Purchasing and Supply's qualifications and other Purchasing and Supply courses across England. Each lecturer is a specialist in his/her field with many years experience. The group is concerned with continuously improving the quality and content of the courses to ensure all our students attain the highest possible examination results.

We look forward to meeting you.

**CIPS Academic Director: Dr David M Jones**  
**PhD, MSc, BSc (Econ) (Hons), FCIPS, MCIM, MBIM, Cert Ed**

## ENROLMENT

Students should register as a Student of CIPS by completing an application form available on the CIPS website. A registration fee will be payable to CIPS by the student, together with an annual subscription to maintain membership and to give access to examinations. D. M. Jones and Associates Ltd will provide help throughout the registration process. You will also need to complete the D M Jones and Associates Ltd registration form. We reserve the right to amend or cancel any course to ensure quality or in response to low student numbers. We will provide as much notice as is possible.

### **The Chartered Institute of Purchasing & Supply**

Easton House  
Easton on the Hill  
Stamford  
Lincolnshire  
PE9 3NZ  
Tel: 01780 756777  
E-mail: [info@cips.org](mailto:info@cips.org)  
Website: [www.cips.org](http://www.cips.org)

### **D.M. Jones & Associates Ltd Course Director - Eleanor Wolf**

The Station House  
Station Road  
Whalley  
Lancashire  
BB7 9RT  
Tel: 01200 429048/07737 136056  
Email: [info@dmjonesassociates.co.uk](mailto:info@dmjonesassociates.co.uk)

## VENUES

Please note that course venues and dates are subject to change. We will endeavour to provide as much notice as possible of any changes.

### **Newcastle – The Grand Hotel, Gosforth Park**

High Gosforth Park, Newcastle Upon Tyne  
NE3 5HN

### **Bradford - Bradford University School of Management**

Heaton Mount, Keighley Road, Bradford  
BD9 4JU

### **Hull - Express by Holiday Inn, Hull City Centre**

80 Ferensway, Hull HU2 8LN

### **Sheffield – The Source**

300 Meadowhall Way, Sheffield  
S9 1EA

### **London – Euston House**

24 Eversholt Street, London  
NW1 1AD

### **Edinburgh – Marriott Hotel**

111 Glasgow Road, Edinburgh EH12 8NF

### **Blackburn - Dunkenhalgh Hotel**

Blackburn Road, Clayton Le Moors,  
Lancashire  
BB5 5JP

### **Blackpool - Best Western, Glendower Hotel**

North Promenade, St Annes, Lytham St Annes  
FY8 2NQ

### **Manchester – Manchester Conference Centre**

Sackville Street, Manchester,  
M1 3BB

### **Birmingham –West Bromwich Hotel and Spa**

Birmingham Road (M5 Jct1) West Midlands –  
B70 6RS

## COURSE FEES

£3350 + VAT per Level or £670 + VAT per unit and includes exclusive teaching materials, class tutored learning, exam fees, refreshments and meals. The only additional cost is the CIPS registration fee which is payable by the student directly to CIPS.

## IN HOUSE OPTION

All the courses at all Levels can also be offered on an in-company basis at competitive rates. Please contact us for more details.

## EXAMINATIONS

Please note: D M Jones & Associates Ltd hosts all exams at the Blackburn centre only. However, you can sit them at a CIPS Regional Examination Centre if that is more convenient.