



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



D. M. JONES & ASSOCIATES LTD

CIPS Course Brochure

September 2017 to September 2018

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

Contact Course Principal - Eleanor Wolf

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

Diploma in Procurement and Supply All units 12.30 – 8.00pm	Dates All Wednesdays	Exam - Week Commencing
Business Needs in Procurement and Supply	04.10.17, 11.10.17, 18.10.17, 25.10.17	WC 13.11.17
Managing Contracts and Relationships	22.11.17, 29.11.17, 06.12.17, 03.01.18	WC 22.01.18
Contexts of Procurement and Supply	31.01.18, 07.02.18, 14.02.18, 21.02.18	WC 05.03.18
Sourcing in Procurement and Supply	14.03.18, 21.03.18, 18.04.18, 27.04.18	WC 14.05.18
Negotiation and Contracting	06.06.18, 13.06.18, 20.06.18, 27.06.18	WC 16.07.18

Starting on Advanced Diploma

Advanced Diploma in Procurement and Supply All units 12.30 – 8.00pm	Dates All Tuesdays	Exam - Week Commencing
Managing Risks in Procurement and Supply	03.10.17, 10.10.17, 17.10.17, 31.10.17	WC 13.11.17
Management in Procurement and Supply	28.11.17, 05.12.17, 12.12.17, 09.01.18	WC 22.01.18
Operations Management in Supply Chains	30.01.18, 06.02.18, 13.02.18, 21.02.18	WC 05.03.18
Improving Competitiveness of Supply Chains	13.03.18, 20.03.18, 24.04.18, 01.05.18	WC 14.05.18
Category Management	05.06.18, 12.06.18, 26.06.18, 03.07.18	WC 16.07.18

Starting on Professional Diploma

Professional Diploma in Procurement and Supply All units 12.30 – 8.00pm	Dates All Tuesdays	Exam - Week Commencing
Corporate and Business Strategy	19.09.17, 26.09.17, 03.10.17, 10.10.17	WC 13.11.17
Leadership in Procurement and Supply	29.11.17, 05.12.17, 09.01.17, 16.01.18	WC 22.01.18
Legal Aspects in Procurement and Supply	30.01.18, 06.02.18, 13.02.18, 21.02.18	WC 05.03.18
Strategic Supply Chain Management	13.03.18, 20.03.18, 24.04.18, 01.05.18	WC 14.05.18
Programme and Project Management	05.06.18, 12.06.18, 19.06.18, 26.06.18	WC 16.07.18

Birmingham Centre – Park Inn , West Bromwich

Starting on Diploma

Diploma in Procurement and Supply All units 9.30 – 4.30pm	Dates All units Thurs/Friday/Saturday block	Exam - Week Commencing
Business Needs in Procurement and Supply	26/27/28.10.17	WC 13.11.17
Contexts of Procurement and Supply	23/24/25.11.17	WC 22.01.18
Negotiation and Contracting	01/02/03.02.18	WC 05.03.18
Managing Contracts and Relationships	08/09/10.03.18	WC 14.05.18
Sourcing in Procurement and Supply	07/08/09.06.18	WC 16.07.18

Starting on Advanced Diploma

Advanced Diploma in Procurement and Supply All units 9.30 – 4.30pm	Dates All units Thurs/Friday/Saturday block	Exam - Week Commencing
Managing Risks in Procurement and Supply	12/13/14.10.17	WC 13.11.17
Category Management	04/05/06.01.18	WC 22.01.18
Management in Procurement and Supply	08/09/10.02.18	WC 05.03.18
Improving Competitiveness of Supply Chains	19/20/21.04.18	WC 14.05.18
Operations Management in Supply Chains	14/15/16.06.18	WC 16.07.18

Starting on Professional Diploma

Professional Diploma in Procurement and Supply All units 9.30 – 4.30pm	Dates All units Thurs/Friday/Saturday block	Exam - Week Commencing
Programme and Project Management	07/08/09.09.17	WC 13.11.17
Corporate and Business Strategy	07/08/09.12.17	WC 22.01.18
Leadership in Procurement and Supply	01/02/03.02.18	WC 05.03.18
Strategic Supply Chain Management	03/04/05.05.18	WC 14.05.18
Legal Aspects in Procurement and Supply	31.05.18/01/02.06.18	WC 16.07.18

Manchester Centre – Manchester Conference Centre, Sackville Street

Starting on Diploma

Diploma in Procurement and Supply All units 12.30 – 8.00pm	Dates All Tuesdays	Exam - Week Commencing
Business Needs in Procurement and Supply	03.10.17, 10.10.17, 17.10.17, 31.10.17	WC 13.11.17
Managing Contracts and Relationships	28.11.17, 05.12.17, 12.12.17, 09.01.18	WC 22.01.18
Contexts of Procurement and Supply	30.01.18, 06.02.18, 13.02.18, 21.02.18	WC 05.03.18
Negotiation and Contracting	13.03.18, 20.03.18, 24.04.18, 01.05.18	WC 14.05.18
Sourcing in Procurement and Supply	05.06.18, 12.06.18, 26.06.18, 03.07.18	WC 16.07.18

Starting on Advanced Diploma

Advanced Diploma in Procurement and Supply All units 12.30 – 8.00pm	Dates All Wednesdays	Exam - Week Commencing
Management in Procurement and Supply	04.10.17, 18.10.17, 25.10.17	WC 13.11.17
Managing Risks in Procurement and Supply	22.11.17, 29.11.17, 06.12.17	WC 22.01.18
Operations Management in Supply Chains	07.02.18, 14.02.18, 21.02.18	WC 05.03.18
Improving Competitiveness of Supply Chains	21.03.18, 18.04.18, 25.04.18	WC 14.05.18
Category Management	06.06.18, 13.06.18, 20.06.18	WC 16.07.18

Starting on Professional Diploma

Professional Diploma in Procurement and Supply All units 12.30 – 8.00pm	Dates All Wednesdays	Exam - Week Commencing
Leadership in Procurement and Supply	11.10.17, 18.10.17, 25.10.17	WC 13.11.17
Corporate and Business Strategy	22.11.17, 29.11.17, 03.01.18	WC 22.01.18
Programme and Project Management	31.01.18, 07.02.18, 21.02.18	WC 05.03.18
Strategic Supply Chain Management	18.04.18, 25.04.18, 02.05.18	WC 14.05.18
Legal Aspects in Procurement and Supply	06.06.18, 20.06.18, 27.06.18	WC 16.07.18

Edinburgh Centre – Marriott Hotel, Glasgow Road, Edinburgh

Starting on Diploma

Diploma in Procurement and Supply All units 9.30 – 4.30pm	Dates All units Thurs, Friday and Saturday block	Exam - Week Commencing
Business Needs in Procurement and Supply	26/27/28.10.17	WC 13.11.17
Contexts of Procurement and Supply	30.11.17/01/02.12.17	WC 22.01.18
Sourcing in Procurement and Supply	15/16/17.02.18	WC 05.03.18
Managing Contracts and Relationships	22/23/24.03.18	WC 14.05.18
Negotiation and Contracting	24/25/26.05.18	WC 16.07.18

Starting on Advanced Diploma

Advanced Diploma in Procurement and Supply All units 9.30 – 4.30pm	Dates All units Thurs, Friday and Saturday block	Exam - Week Commencing
Managing Risks in Procurement and Supply	05/06/07.10.17	WC 13.11.17
Management in Procurement and Supply	30.11.17/01/02.12.17	WC 22.01.18
Operations Management in Supply Chains	08/09/10.02.18	WC 05.03.18
Improving Competitiveness of Supply Chains	26/27/28.04.18	WC 14.05.18
Category Management	21/22/23.06.18	WC 16.07.18

Starting on Professional Diploma

Professional Diploma in Procurement and Supply All units 9.30 – 4.30pm	Dates All units Thurs, Friday and Saturday block	Exam - Week Commencing
Leadership in Procurement and Supply	07/08/09.09.17	WC 13.11.17
Corporate and Business Strategy	04/05/06.01.18	WC 22.01.18
Programme and Project Management	08/09/10.02.18	WC 05.03.18
Strategic Supply Chain Management	03/04/05.05.18	WC 14.05.18
Legal Aspects in Procurement and Supply	07/08/09.06.18	WC 16.07.18

Bradford centre – Bradford University School of Management

Starting on Diploma

Diploma in Procurement and Supply All units 12.30 – 8.00pm	Dates All Wednesdays	Exam - Week Commencing
Business Needs in Procurement and Supply	02.10.17, 09.10.17, 16.10.17, 30.10.17	WC 13.11.17
Contexts of Procurement and Supply	29.11.17, 06.12.17, 13.12.17, 10.01.18	WC 22.01.18
Negotiation and Contracting	31.01.18, 07.02.18, 14.02.18, 22.02.18	WC 05.03.18
Sourcing in Procurement and Supply	14.03.18, 21.03.18, 25.04.18, 02.05.18	WC 14.05.18
Managing Contracts and Relationships	06.06.18, 13.06.18, 27.06.18, 04.07.18	WC 16.07.18

Starting on Advanced Diploma

Advanced Diploma in Procurement and Supply All units 12.30 – 8.00pm	Dates All Mondays	Exam - Week Commencing
Managing Risks in Procurement and Supply	04.10.17, 11.10.17, 18.10.17, 01.11.17	WC 13.11.17
Operations Management in Supply Chains	27.11.17, 04.12.17, 11.12.17, 08.01.18	WC 22.01.18
Category Management	29.01.18, 05.02.18, 12.02.18, 19.02.18	WC 05.03.18
Improving Competitiveness of Supply Chains	12.03.18, 19.03.18, 26.03.18, 09.04.18	WC 14.05.18
Management in Procurement and Supply	04.06.18, 11.06.18, 25.06.18, 02.07.18	WC 16.07.18

Starting on Professional Diploma

Professional Diploma in Procurement and Supply All units 12.30 – 8.00pm	Dates All Mondays	Exam - Week Commencing
Corporate and Business Strategy	02.10.17, 09.10.17, 16.10.17, 30.10.17	WC 13.11.17
Leadership in Procurement and Supply	27.11.17, 04.12.17, 11.12.17, 08.01.18	WC 22.01.18
Legal Aspects in Procurement and Supply	29.01.18, 05.02.18, 12.02.18, 19.02.18	WC 05.03.18
Strategic Supply Chain Management	12.03.18, 19.03.18, 26.03.18, 09.04.18	WC 14.05.18
Programme and Project Management	04.06.18, 11.06.18, 25.06.18, 02.07.18	WC 16.07.18

Blackpool Centre – Glendower Hotel

Starting on Diploma

Diploma in Procurement and Supply All units 9.30 – 4.30pm	Dates All units Thurs, Friday and Saturday block	Exam - Week Commencing
Sourcing in Procurement and Supply	05/06/07.10.17	WC 13.11.17
Business Needs in Procurement and Supply	14/15/16.12.17	WC 22.01.18
Negotiation and Contracting	08/09/10.02.18	WC 05.03.18
Contexts of Procurement and Supply	22/23/24.03.18	WC 14.05.18
Managing Contracts and Relationships	21/22/23.06.18	WC 16.07.18

Hull Centre – Express Inn, Central Hull

Starting on Diploma

Diploma in Procurement and Supply All units 9.30 – 4.30pm	Dates All units Thurs, Friday and Saturday block	Exam - Week Commencing
Contexts of Procurement and Supply	26/27/28.10.17	WC 13.11.17
Negotiation and Contracting	30.11.17/01/02.12.17	WC 22.01.18
Business Needs in Procurement and Supply	15/16/17.02.18	WC 05.03.18
Sourcing in Procurement and Supply	26/27/28.04.18	WC 14.05.18
Managing Contracts and Relationships	24/25/26.05.18	WC 16.07.18

Starting on Advanced Diploma

Advanced Diploma in Procurement and Supply All units 9.30 – 4.30pm	Dates All units Thurs, Friday and Saturday block	Exam - Week Commencing
Operations Management in Supply Chains	12/13/14.10.17	WC 13.11.17
Managing Risks in Procurement and Supply	30.11.17/01/02.12.17	WC 22.01.18
Management in Procurement and Supply	08/09/10.02.18	WC 05.03.18
Improving Competitiveness of Supply Chains	03/04/05.05.18	WC 14.05.18
Category Management	24/25/26.05.18	WC 16.07.18

Newcastle Centre – Marriott Hotel, Gosforth Park

Starting on Diploma

Diploma in Procurement and Supply All units 9.30 – 4.30pm	Dates All units Thurs, Friday and Saturday block	Exam - Week Commencing
Business Needs in Procurement and Supply	19/20/21.10.17	WC 13.11.17
Contexts of Procurement and Supply	23/24/25.11.17	WC 22.01.18
Sourcing in Procurement and Supply	25/26/27.01.18	WC 05.03.18
Negotiation and Contracting	15/16/17.03.18	WC 14.05.18
Managing Contracts and Relationships	07/08/09.06.18	WC 16.07.18

Starting on Advanced Diploma

Advanced Diploma in Procurement and Supply All units 9.30 – 4.30pm	Dates All units Thurs/Friday/Saturday block	Exam - Week Commencing
Managing Risks in Procurement and Supply	19/20/21.10.17	WC 13.11.17
Operations Management in Supply Chains	14/15/16.12.17	WC 22.01.18
Management in Procurement and Supply	25/26/27.01.18	WC 05.03.18
Improving Competitiveness of Supply Chains	26/27/28.04.18	WC 14.05.18
Category Management	14/15/16.06.18	WC 16.07.18

Starting on Professional Diploma

Professional Diploma in Procurement and Supply All units 9.30 – 4.30pm	Dates All units Thurs/Friday/Saturday block	Exam - Week Commencing
Programme and Project Management	28/29/30.09.17	WC 13.11.17
Corporate and Business Strategy	04/05/06.01.18	WC 22.01.18
Leadership in Procurement and Supply	15/16/17.02.18	WC 05.03.18
Strategic Supply Chain Management	03/04/05.05.18	WC 14.05.18
Legal Aspects in Procurement and Supply	28/29/30.06.18	WC 16.07.18

Sheffield Centre – The Source, 300 Meadowhall Way, Sheffield

Starting on Diploma

Diploma in Procurement and Supply All units 9.30 – 4.30pm	Dates All units Thurs, Friday and Saturday block	Exam - Week Commencing
Contexts of Procurement and Supply	05/06/07.10.17	WC 13.11.17
Business Needs in Procurement and Supply	07/08/09.12.17	WC 22.01.18
Negotiation and Contracting	25/26/27.01.18	WC 05.03.18
Managing Contracts and Relationships	15/16/17.03.18	WC 14.05.18
Sourcing in Procurement and Supply	31.05.18/01/02.06.18	WC 16.07.18

Starting on Advanced Diploma

Advanced Diploma in Procurement and Supply All units 9.30 – 4.30pm	Dates All units Thurs, Friday and Saturday block	Exam - Week Commencing
Managing Risks in Procurement and Supply	05/06/07.10.17	WC 13.11.17
Management in Procurement and Supply	14/15/16.12.17	WC 22.01.18
Operations Management in Supply Chains	15/16/17.02.18	WC 05.03.18
Improving Competitiveness of Supply Chains	03/04/05.05.18	WC 14.05.18
Category Management	24/25/26.05.18	WC 16.07.18

Starting on Professional Diploma

Professional Diploma in Procurement and Supply All units 9.30 – 4.30pm	Dates All units Thurs, Friday and Saturday block	Exam - Week Commencing
Programme and Project Management	12/13/14.10.17	WC 13.11.17
Leadership in Procurement and Supply	30.11.17/01/02.12.17	WC 22.01.18
Corporate and Business Strategy	08/09/10.02.18	WC 05.03.18
Strategic Supply Chain Management	26/27/28.04.18	WC 14.05.18
Legal Aspects in Procurement and Supply	31.05.18/01/02.06.18	WC 16.07.18

Starting on Certificate in Procurement and Supply Operations

Certificate in Procurement and Supply All units 9.30 – 6.00pm	Dates All units Friday and Saturday block	Exam - Week Commencing
Procurement and Supply Principles	27/28.10.17	WC 13.11.17
Procurement and Supply Functions	01/02.12.17	WC 14.05.18
Procurement and Supply Processes	23/24.01.18	WC 14.05.18
Procurement and Supply Administration	06/07.03.18	WC 14.05.18
Procurement and Supply Stakeholders	01/02.06.18	WC 16.07.18

Starting on Advanced Certificate in Procurement and Supply Operations

Advanced Certificate in Procurement and Supply All units 9.30 – 6.00pm	Dates All units Thurs, Friday and Saturday block	Exam - Week Commencing
Procurement and Supply Environments	12/13/14.10.17	WC 13.11.17
Procurement and Supply Operations	07/08/09.12.17	WC 14.05.18
Procurement and Supply Workflow	22/23/24.02.18	WC 14.05.18
Inventory and Logistics Operations	19/20/21.03.18	WC 14.05.18
Procurement and Supply Relationships	07/08/09.06.18	WC 16.07.18

London Centre – Euston House, Eversholt Street

Starting on Diploma

Diploma in Procurement and Supply All units 9.00 – 6.30pm	Dates All units Thurs, Friday and Saturday block	Exam - Week Commencing
Business Needs in Procurement and Supply	12/13/14.10.17	WC 13.11.17
Contexts of Procurement and Supply	14/15/16.12.17	WC 22.01.18
Sourcing in Procurement and Supply	08/09/10.02.18	WC 05.03.18
Negotiation and Contracting	05/06/07.04.18	WC 14.05.18
Managing Contracts and Relationships	24/25/26.05.18	WC 16.07.18

COURSE FEES

Certificate in Procurement and Supply Operations

£1450 + VAT for the course and includes exclusive teaching materials and study guide, class tutored learning, refreshments and meals. CIPS registration fees and exam fees are payable by the student.

Advanced Certificate in Procurement and Supply Operations

£2150 + VAT for the course and includes exclusive teaching materials and study guide, class tutored learning, refreshments and meals. CIPS registration fees and exam fees are payable by the student.

Diploma in Procurement and Supply, Advanced Diploma in Procurement and Supply and Professional Diploma in Procurement and Supply - Class based and Active Distance Learning

£2835 + VAT per Level or £567 + VAT per unit and includes exclusive teaching materials, class tutored learning, refreshments and meals. CIPS registration fees and exam fees are payable by the student.

CIPS CENTRE OF EXCELLENCE

This is the highest level award that is bestowed by The Chartered Institute of Purchasing & 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 twenty years. He is a purchasing consultant and visiting lecturer to several universities. He is also 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 in presenting such courses.

The Mission of the Group is: To supply world class CIPS qualification provision across the UK.

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 first register as a Student of CIPS by completing an application form available on the CIPS website. A registration fee will be payable 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

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D.M. Jones & Associates Ltd

Course Principal - Eleanor Wolf

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Whalley
Clitheroe
Lancashire
BB7 9RT
Tel/Fax: 01200 429048
Mobile: 07737 136056
Email: 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 – Marriott 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 – Park Inn West Bromwich
Birmingham Road (M5 Jct1) West Midlands –
B70 6RS

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. Please contact CIPS for more details.