

SALES BROCHURE: CAIPSCM COURSE

Become AI-Ready in Procurement & Supply Chain — Without a Technical Background

1. The Pain (Why This Course is Critical Right Now)

The supply chain landscape has grown increasingly volatile, and traditional, rule-based methods are no longer enough to keep up. Procurement and supply chain professionals face severe operational bottlenecks that drain profitability and create constant operational friction:

- **Reactive Crisis Management:** Constantly firefighting unexpected supply chain disruptions, material shortages, and supplier failures after they happen, rather than predicting them.
- **The Technical Barrier:** Feeling overwhelmed by the rapid rise of Artificial Intelligence, mistakenly believing you need a computer science or data science degree to leverage it effectively.
- **Inefficient Decision-Making:** Wasting hours manually drafting tenders, evaluating complex vendor proposals, or relying on gut-feel forecasting that leads to costly inventory errors.
- **Career Stagnation:** The nagging risk of becoming obsolete in a rapidly shifting, data-driven business environment where AI-savvy professionals are out-pacing the market.

2. The Gain (How You and Your Organisation Will Benefit)

This program bridges the gap between complex AI theory and day-to-day business execution. By completing this certification, you will achieve an immediate ROI and a sharp competitive edge:

- **Proactive Risk Shielding:** Learn to leverage modern predictive tools to anticipate and mitigate supply chain disruptions before they impact your operations.
- **Strategic Decision Augmentation:** Understand how to confidently use prompting, agentic workflows, and autonomous solutions to automate routine procurement choices, optimize sourcing, and sharpen forecasting accuracy.
- **Corporate Leadership:** Gain the strategic framework and "vocabulary" to confidently speak the language of AI, allowing you to design an AI Transformation Blueprint you can implement in your organisation immediately.
- **Accelerated Global Certification:** Earn an internationally recognized credential, vastly accelerating your professional marketability.

3. Why Use Us (Our Unique Added Value)

- **Veteran, Real-World Facilitation:** Our courses are led by a seasoned expert with over 40 years of cross-sector leadership and deep manufacturing experience, ensuring every concept is backed by practical, real-world context.

- **The "Executive Viewpoint" Model:** We focus entirely on strategic application and management outcomes. We teach you how to master the "steering wheel" of AI rather than getting bogged down in the underlying code.
- **Exclusive Premium Toolkits:** Every participant receives highly acclaimed literature, including "The AI Steering Wheel," serving as an immediate operational toolkit packed with ready-to-use, supply-chain-specific frameworks.
- **Proven Global Impact:** Delivered in partnership with global procurement networks to provide practical skills that yield results on day one.

4. Delivery Mode (Designed for Busy Professionals)

We understand that you cannot halt operations to upskill. Our flexible, high-impact delivery model ensures zero disruption to your business hours:

- **Virtual Interactive Classroom:** Live, facilitator-led online sessions that combine real-time strategic lectures with interactive peer discussions and practical case analyses.
- **Corporate On-Site Classroom:** Upon request, this program can be customized and delivered directly on-premise for corporate teams looking to align their procurement departments under a unified digital transformation strategy.
- **Weekend Schedule Protection:** To avoid clashing with standard corporate work hours, the standard public intake runs over consecutive weekends, offering convenient time slots across multiple global zones.



Meet Ronnie Davidson

GSB UCT, IMM, CPIM, CSCP, CISC, CISC, CIWIM, CIPTC, CIPP, CIPM, CDDP, CAIPSCM



A seasoned professional with many years in industry starting in the IT industry, rising from sales trainee to Strategic Marketing Manager for a large international player in just 4 years. Armed with an IMM merit award, Ronnie's journey includes transitioning from ICL's outsourcing division to founding Business Learning Systems SA. His consulting role at the Atomic Energy Corporation and later as a managing director of an engineering company showcased his success in reducing lead times, improving deliveries, and boosting sales.

Certified as a Supply Chain Professional and Demand Driven Professional, Ronnie also collaborated with Brian Maskell and Associates, as their South African consultant for lean accounting.

Recent years see Ronnie working ever more closely with DR Graw and the IPSCMI team delivering certified courses in supply chain management and procurement in Africa and overseas. This partnership has now developed the unique business accounting and finance course specifically for aspiring procurement managers.

With the advent of AI, and based on his experience of procurement and supply chain, he published a book, PROMPT POWER-UP to help those managers break the mystique of AI and fast track adoption and implementation to get a head start on competitors. Combining his research into AI and his accumulated business knowledge, he designed the CAIPSCM course integrating AI with supply chain and procurement management.

With qualifications in manufacturing, marketing, sales, and supply chain he personally conducts courses for leading African companies, training over 4,500 managers and salespeople, from companies including IBM, Business Connexion, Altron, AECL, and Denel. Ronnie's wealth of experience and practical knowledge make him a standout presenter, addressing challenging questions with proven insight.



5. Course Content & Curriculum Structure

Curriculum Executive Objective

The program delivers an intensive, high-impact curriculum designed to move you strategically from structural foundations to complete organizational deployment, migrating your procurement function from the backroom to the boardroom.

Day 1: The Business Case of AI in Procurement and Supply Chain Management

- Demystifying AI Fundamentals: Understanding the core mechanics of Big Data, Algorithms, Machine Learning, Natural Language Processing, and Deep Learning.
- Strategic Differentiation: Navigating the critical balance between Augmentation and Automation.
- Advanced Operational Models: Introduction to Predictive and Agentic Workflows alongside the foundational principles of Prompt Engineering.
- Data & Infrastructure: Recognizing the baseline importance of data quality and learning the pathways to integrate AI into existing internal systems and external software networks.

Day 2: Mastering the Prompt Engine & Operational Workflows

- The Human-LLM Synergy: Structuring how humans work effectively with Large Language Models, utilizing the strategic mindset of "driving LLMs like driving a car".
- Workflow Engineering: Defining Prompts and Workflows across a maturity spectrum, including Simple Prompt Chains, Agentic Prompt Chains, and fully Automated Prompt Chains.
- Deployment Architecture: Why Bots matter, analyzing specific Types of Prompts, and understanding RAP (Retrieval-Augmented Prompting) & RAG (Retrieval-Augmented Generation) frameworks.
- The Context Engineering Framework (CEF): Implementing structured prompting models to achieve targeted business outcomes.
- Risks, Ethics & Emerging Tech: Mitigating practical operational threats such as Hallucinations, Regulatory and IP Concerns, and Data Privacy. Exploring Vibe Coding and navigating ethical considerations in sourcing.

Day 3: Implementing AI & Designing the Transformation Blueprint

- Ecosystem Evolution: Transforming operations from basic administrative transactions into highly proactive supply chain ecosystems.
- Practical Workflow Orchestration: Building live automated workflows and external tool connections using Zapier.
- Strategic Prioritization: Knowing exactly where to start, setting a robust strategy framework, and using that framework to establish immediate operational priorities.
- Maturity Assessment: Evaluating Organizational Readiness and Data Maturity, defining Procurement Data Levels, and auditing your technology stack.

- Vendor Selection & SMME Target Focus: Choosing the right LLM vendors and uncovering the Top 5 Integrated AI Focus Areas for SMME Chief Procurement Officers (CPOs).
- Change Management & Leadership: Deploying SaaS Control Towers and mastering modern change management. Aligning AI initiatives directly with a Procurement Leadership Scorecard.
- The Future SC&P Executive: Defining the new role of Supply Chain & Procurement leaders, cultivating an "AI Evangelist" mindset, and executing the 6-phase journey to turn internal experts into organizational evangelists.
- The New Value Equation: Why Supply Chain and Procurement must lead organizational change, culminating in the design of your custom AI Transformation Blueprint.

