



Join the IMPA Foundation Course for Maritime Procurement

Build your procurement career with the first entry-level online marine purchasing and supply education course of its kind. www.impa-education.com



Available **anytime**, from **anywhere** in the world.



IMPA Marine Procurement Academy

Welcome from the CEO

TODAY'S READER, TOMORROW'S PROCUREMENT LEADER

For over four decades, the International Marine Purchasing Association (IMPA) has been at the heart of the marine procurement and supply chain management industry. Extremely proactive in the sector, we act as the voice of the marine procurement industry and bring forward a diverse portfolio of world-class products and initiatives that provide value to our members and beyond. Almost 1000 of the world's leading ship-owning, ship-operating and supplying companies are members of IMPA and our geographical footprint extends to 90 different countries around the globe.

As we look to the future, the development of new talent has never been more vital and so unsurprisingly, education, above all things, is at the very centre of our work. It is why I am incredibly proud to introduce our new Foundation Course in Maritime Procurement and Supply — launching in 2025 as the cornerstone of our education portfolio. This programme is the result of dedicated collaboration between experienced professionals who have come together to design a course that reflects the real-world needs of the industry today.

Students enrolling in the course will benefit from far more than just the core learning modules. As part of the programme, students will have access to a range of added-value opportunities — from mentorship connections with experienced professionals to networking and development through student membership with IMPA. There will also be optional ways to enhance learning through participation in selected industry events and sessions that align with our global calendar, including activities held at our annual gatherings in key maritime hubs around the world.

Whether you are an individual looking to take your first step into a maritime procurement career, or a company seeking to invest in the training of junior staff, this new, online course offers an engaging and accessible introduction to the world of marine purchasing and supply.

I invite you to explore this brochure, discover what the course has to offer, and reach out to our team to begin your journey.



A handwritten signature in white ink, which appears to read 'Susan Wraae Koefoed'.

Susan Wraae Koefoed
IMPA Chair & CEO

Why this course?

The IMPA Foundation Course is the first structured, 100% online education programme exclusively designed for those new to the maritime procurement field. Created by industry professionals and purchasing and supply managers with many years of experience in the sector, the course aims to introduce students to the core principles and functions, as well as complexities, opportunities and challenges of maritime procurement.

The course ensures that students will:

- Gain a comprehensive introduction to an industry that is new to them;
- Understand key procurement roles and processes;
- Engage in self-paced, accessible and flexible online learning in their time and at their convenience;
- Receive support from industry professionals and peers through forum discussions, mentorship opportunities and occasional networking events.

It is the ideal entry point for anyone looking to begin a successful career in the maritime supply chain.

Learning Outcomes

By the end of the IMPA Foundation Course for Maritime Procurement, students will be able to:

- Understand the global maritime industry and its structure;
- Identify and describe key roles in the marine supply chain;
- Recognise the basic principles of procurement and logistics;
- Gain familiarity with supply chain technologies and sustainability practices;
- Develop communication, critical thinking and collaboration skills.



A 100% Online and Self-Paced Course:

Study when and where you want, with flexible access for 12 months.



An Engaging and User-Friendly Learning Platform

Designed for interaction, collaboration, and ease of use, the platform we choose will be ideal.



Diverse Teaching Formats:

Includes video seminars, written content, presentations, additional reading materials, quizzes and questionnaires.



Peer-to-Peer Learning:

Students are encouraged to exchange ideas and experiences throughout the course in the designated student forum area.



Our promise to you



Diversity and Inclusion

At IMPA, we believe strength is in diversity. During the last courses we ran, students from all over the world participated in our programmes. Whether based in Sri Lanka, Singapore or the Netherlands, our online discussion forums gave our students the opportunity to collaborate with different cultures and bounce ideas off each other to enhance the learning experience.



Specialised Curriculum

Our course has been developed by a dedicated team of maritime procurement professionals who understand the specific knowledge gaps that exist for newcomers in the industry. The specialised focus ensures that every lesson is relevant, practical, and directly aligned with the expectations and challenges junior professionals will face in the marine procurement environment.



Flexible Online Courses

We value opportunity and accessibility; this is why our course is entirely online-based. Whether you are currently working in a full-time role or based at the other end of the world, our courses allow you to learn, be assessed and actively engage in group discussions in your own time.



Support and Mentorship

Our administration office will be there for you every step of the way. Whether you need support with using our facilities, help with finding resources or the opportunity to impart some feedback, one of our team will be there to give you a helping hand. Plus, with IMPA's new Mentorship Scheme, you will have the option of being connected with an experienced industry professional who can provide assistance on your career journey.



User-Friendly Learning Platform

We do everything to ensure that our students thrive in a dynamic learning environment where they can learn as much from each other as they do from the lessons they learn. We use the go-to online platform for creators and students with an intuitive interface and the ability to interact with other students and build knowledge by communicating, sharing and collaborating.



Learning, Networking and Debating Opportunities

As an IMPA Student Member, you will be invited to most of the Association's events throughout the year, and be encouraged to visit our exhibitions, join our topical conferences, and meet industry peers.



An IMPA Student Membership

As part of your course, you will be offered a one-year IMPA Student Membership. This means you will gain access to benefits such as the IMPA Insight Centre – an entire collection of best practice articles, briefing papers, forms, how-to-guides, presentations and reports – that will show you practical industry applications of everything you learn.



Offering students an introduction to the world of maritime procurement and suitable for those students finding themselves at the very beginning of a maritime career. **An excellent foundation for a career in maritime procurement and supply**



Course Structure in a nutshell

Delivered online with no time limits, the IMPA Foundation Course for Marine Purchasing and Supply is the perfect choice for professionals or students with busy daily schedules who prefer to take the course in time, at their own pace, and ensures their smoother integration into the maritime world.



Module 1
FOU01 – Introduction to the Maritime Industry



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The ability of shipping to offer both economic and efficient long-distance transport inevitably places it at the centre of the world economy. In this module, the student will gain an overview of why the maritime industry is essential for global trade, develop an understanding about the industry's key features and actors, including company types, vessel types and sizes, and port locations, as well as gain an initiation into the world of marine procurement and logistics.



Module 2 FOU02 – Key Roles in the Marine Supply Chain

People are a crucial component in the maritime supply chain. In this module, the student will gain a clear understanding of the various relevant categories of offshore, onshore and port personnel, as well as what each role is designed to do.



Module 3 FOU03 – Marine Purchasing and Procurement

Procurement sits at the heart of the value creation process for a company. In this module, the student will learn the basics of identifying need, specifying requirements for different categories of goods and services needed, successful supplier relationship management and more.

Start Date

Anytime

Access Time

12 months

Entry Requirements

Must be new to procurement and have a good level of English

Duration

Minimum 12 weeks
4 - 6 hours per week

Study Mode

Online



Module 4
FOU04 - Marine Logistics

Learn about the process of planning, implementing and managing the movement of goods and information involved in the ocean carriage.



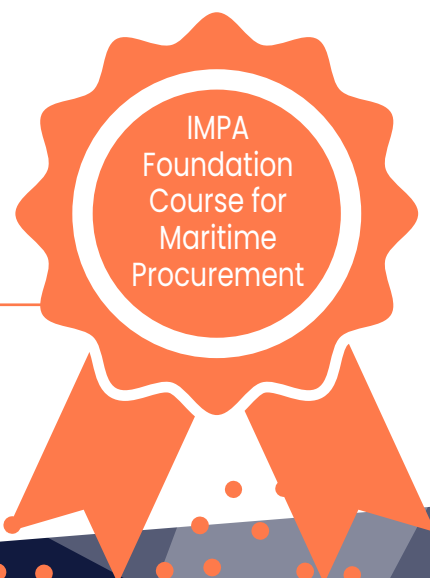
Module 5
FOU05 - Marine Supply Chain and Technology

Technology has been reshaping the maritime industry for over two decades. Delve into the various new technologies that promise to completely transform shipping.



Module 6
FOU06 - Sustainability and Procurement

Procurement departments have a huge role in making purchasing decisions that have a lower negative impact on people and the environment. In this module, you will find out all the ways in which you can improve corporate sustainability directly from the procurement department.



Level

Beginner

Fees

GBP 349.00 per student
Discounts for 3+ more available

Course Access

One year



IMPA Marine Procurement Academy

Module breakdown

The IMPA Foundation Course for Maritime Procurement has been carefully designed to introduce students to the key components of the maritime industry and the vital role of purchasing and supply. Each module builds foundational knowledge and practical understanding through structured lessons that combine industry context with essential terminology, case studies, and real-world application.



Module 1

FOU01 – Introduction to the Maritime Industry

Gain a comprehensive overview of the global maritime industry, the critical role it plays in international trade, and the key components that make up its structure.

Lessons include:

1. The Role of Maritime Shipping in Global Trade
2. Key Actors in the Industry: Vessels, Cargo, Ports, Companies
3. Understanding Vessel Types, Cargo Categories, and Trade Routes
4. Primary vs Secondary Port Locations
5. Ship-Owners, Ship-Managers, Third-Party Managers, and Suppliers
6. Marine Purchasing and Supply 101
7. Maritime Logistics Fundamentals
8. Key Regulatory Bodies: IMO, Class Societies, Flag States
9. Marine Insurance Basics: Risk, Coverage, and Legal Considerations



Module 2

FOU02– Key Roles in the Marine Supply Chain

Explore the people behind maritime operations, both on land and at sea, and understand how each role contributes to the supply chain's effectiveness.

Lessons include:

1. Key Players and Functions in the Supply Chain
2. Onshore Personnel: Superintendents, Fleet and HR Managers, Charterers
3. Offshore Crew Structure: Deck, Engine and Catering Departments
4. Port Personnel: Pilots, Bunker Staff, Inspectors, Port Authorities
5. Case Studies: A Day in the Life of Maritime Professionals



The first dedicated marine purchasing and supply education programme of its kind; an exciting new programme through which, together with our students, we build knowledge and challenge convention



Module 3 **FOU03 – Marine Purchasing and Procurement**

Understand the lifecycle of procurement in the maritime industry and explore the strategic and operational aspects of purchasing goods and services for vessels.

Lessons include:

1. The Procurement Cycle and Supply Chain Overview
2. Category and Contract Management Fundamentals
3. Identifying Needs and Specifying Requirements (Consumables, Provisions, Spare Parts)
4. Life-Cycle Costing (LCC) Basics
5. Understanding, Sourcing, and Managing Ship Suppliers
6. Supplier Relationship Management
7. Negotiation Skills for Buyers
8. The Genuine vs Non-Genuine Spare Parts Market



Module 4 **FOU04– Marine Logistics**

Dive into the essential logistics knowledge needed for managing maritime supply movements effectively, including transport modes, supply models, and regulatory practices.

Lessons include:

1. Choosing the Right Transport Mode (Air, Sea, Courier, Land, Hand-Carry)
2. Just-in-Time, Consolidation, Local vs Global Supply Chain Models
3. First- and Last-Mile Logistics
4. Understanding and Managing Dangerous Goods
5. Incoterms Explained

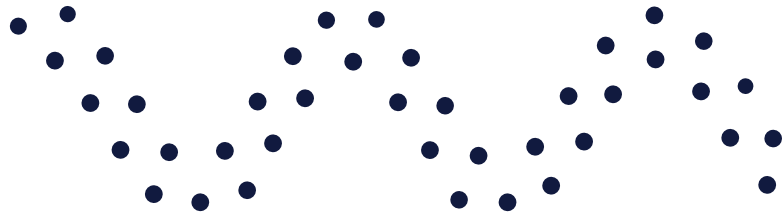


Module 5 **FOU05 – Marine Supply Chain and Technology**

Technology is transforming the maritime world. This module introduces students to key systems, platforms, and tools that enhance supply chain operations.

Lessons include:

1. Marine Purchasing IT Systems: ERP, PMS, Dock Modules, Vetting Tools
2. Marine Marketplaces
3. Specifying Goods with the Marine Stores Guide

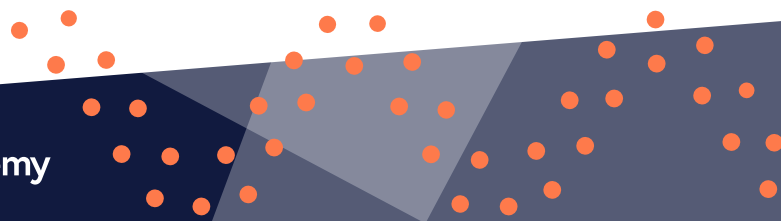


Module 6 **FOU06– Sustainability and Procurement**

Learn how procurement can directly support sustainability goals and gain an understanding of the frameworks and tools available to make responsible purchasing decisions.

Lessons include:

1. Inventory of Hazardous Materials (IHM) Legislation
2. Greener Purchasing Decisions and Industry Sustainability Initiatives
3. Supply Chain Transparency and Ethical Procurement (IMPACT, Anti-Fraud Policies)



Course duration and time commitment

This structure allows students to take their time when reviewing the course and making a decision — there is no rush to apply immediately, and no opportunity will be missed by waiting until the time is right.



Start Date

Anytime

Ongoing Enrollment

Students can register at any time after registration opens. There is no deadline to apply, and learners can start whenever it suits them.



Duration

Minimum 12 weeks



Study Time

4 – 6 hours per week



Course Access

12 months from enrolment



In addition to the core online learning experience, students will also be invited to IMPA's annual events – usually held in London, Athens, Singapore and Hamburg – where they will be able to:

- **Live conference presentations** on current and emerging topics in maritime procurement;
- **Expert-led discussions** and keynote panels;
- **Networking opportunities** with professionals and companies from around the globe;
- **First-hand experience** of real-life maritime exhibitions that form a core part of the procurement professional's yearly activity.

Certification and student support

Upon successful completion of the final assessment, all students will receive a Certificate of Completion issued by IMPA. Throughout the course (up to a maximum of 12 months), all students will benefit from:

- 24/7 access to our online platform;
- Helpdesk support for any technical issues;
- A moderated online discussion forum;
- Optional guidance from IMPA career mentors (once launched).

Who should enrol?

This course is ideal for:

- Entry-level procurement professionals in shipping;
- Career changers entering the maritime supply chain as marine buyers or suppliers;
- Logistics and support staff looking to expand their knowledge;

Course fees and registration

Course fees are set at GBP 349.00 per student, a fee that we feel is modest enough to ensure accessibility to individual students considering this career as well. The fee will include full access to the online platform, course content, and assessment.

Companies registering groups of junior professionals may benefit from 10% discount when registering between 3 and 9 students, and 15% discount when registering 10 or more students.

Please Note – To apply, visit www.impa-education.com.



Connect with us

If you have questions or would like to speak to someone about the course, please contact the IMPA Administration Office:

+44 (0) 1206 798900

training@impa.net

Ask for: Jasmine or Stephen

We look forward to welcoming you to the IMPA Education community!

www.impa-education.com
