IAOP

COP Master Class

The Certified Outsourcing Professional (COP) Master Class provides professionals – whether they work as buyers, providers or advisors – with an intensive, case-study driven learning experience on the state-of-the-art, end-to-end process for success. Content is based on the OPBOK® and the Outsourcing Professional Standards developed by IAOP. The course covers ten modules:

Successful candidates earn 75 points (50% of the total required) toward COP Certification and fulfill the requirement for aCOP certification.

1. Defining and Communicating Outsourcing as a Management Practice

2. Developing and Managing an Organization's End-to-End Process

3. Integrating Outsourcing into the Business Strategy and Operations

4. Creating, Leading and Sustaining High Performance Project Teams

5. Developing and Communicating Business Requirements

6. Selecting Service Provider and Advisor Partners

7. Developing the Financial Case and Pricing

8. Negotiating and Contracting for Outsourcing

9. Managing the Transition to an Outsourced Environment

10. Governance

COP Master Class

Whether your objective is to arm your team with the skills and tools necessary to improve outsourcing outcomes or get your team certified, the COP Master Class is the soup to nuts course geared to prepare professionals at every level with an intensive learning experience on the state-of-the-art, end-to-end process for success. The COP Master Class provides in-depth coverage of the OPBOK's 10 standard categories, including hundreds of specific standards and elements of the standards.

IAOP offers several options for course delivery as well as customized training to suit your needs:

1 COP Master Class Online

The COP Master Class is available to individuals and organizations online. This instructor-led course mirrors what is taught in the classroom version. It is convenient, flexible and saves time and money. The self-paced, on-demand system enables students to progress at a rhythm that suits them as well as access the course and materials 24/7.

2 On-site COP Master Class

The COP Master Class can be brought to you. This turnkey model suits companies requiring training for 10-25 individuals and is typically a mix of employees, partners and customers. Classroom training is delivered by an IAOP Authorized Trainer at your facility over the course of three days.

3 Customized Corporate Training

The COP Master Class can be customized to suit your needs, whether that means adding a specific industry focus, a focused case-study or even more content for select modules. You may also choose the learning modules of the most interest to you and an Authorized Trainer will deliver them on-site at your location in a one- or two-day workshop format. Companies like EY, Humana, ISS, and KellyOCG have all seen the benefits of customized training.

4 COP Program Elements Licensing

Organizations interested in training on a larger scale may license elements of the program. License fees are established based on the overall number of employees in the organization and specific intellectual property being licensed. The license includes Authorized COP Master Class Train-the-Trainer course for up to the number of IAOP-approved instructors per agreement. These trainers may then deploy training company-wide. Companies like Amex and an aeronautical Fortune 500 company have embraced licensing as a way to increase collaboration, build competency and gain a competitive advantage.

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