



ISM—Buffalo, Inc.

Accelerate Your Career - Obtain your CPSM



CPSM Review Workshops

Module 1: Friday, January 25, 2019

Module 2: Friday, February 8, 2019

Module 3: Friday, March 1, 2019

The globally recognized CPSM (Certified Professional in Supply Management) designation is the premier supply management credential, the one all others are measured against. Built on an in-depth analysis of supply management functions across industries, the CPSM will identify you as someone with mastery of critical concepts in procurement and sourcing, negotiating, contracts and leadership.



prior to taking the exams. Exam scores are valid for 4 years from the test date. You can take the exams as you work towards your experience and/or degree.

Instructor:
Dr. Phil Hancock, MBA, CPSM, CPSD

Materials
CPSM learning system (from ISM national) at \$795 is optional; Dr. Hancock will be reviewing material. ISM Glossary of Terms is recommended; buy for \$59 from ISM national.

<https://www.instituteforsupplymanagement.org>

ROI - Professionals who obtain their CPSM earn on average 9% more than their peers.

Continued on reverse

PRESTIGE - The CPSM is a global recognized certification - and in fact, many managers require it.

RELEVANT - The CPSM is based on data from practitioners. This certification represents existing real-life scenarios.

CPSM Exam Content:

Module 1: Foundation of Supply Management

Contracting and Negotiation, Cost & Finance, Social Responsibility, Sourcing, International, Supplier Relationship Management

Module 2: Effective Management Performance

Forecasting, Materials and Inventory Management, Logistics, Organization and Department Assessment, Product and Service Development, Quality, Planning, Project Management

Module 3: Leadership in Supply Management

Leadership, Strategic Sourcing, Risk and Compliance

Criteria for Obtaining the CPSM:

- ♦ 3 years full-time, professional supply management experience (nonclerical, nonsupport) with regionally accredited bachelor's degree OR 5 years of supply management experience (nonclerical, nonsupport) without a degree.
- ♦ Pass 3 CPSM Exams
- ♦ **Note:** You do not have to have the required experience

Details:

Place:

Multisorb Technologies Inc.
325 Harlem Road, West Seneca, NY 14224

Schedule:

8:00-8:30 am....Registration & Breakfast
8:30 am - 12:00 pm....Program
12:00 - 12:45 pm....Lunch
12:45 - 4:15 pm....Program

Cost Per Class:

ISM-Buffalo Members: \$100.00

Non-Members: \$150.00

Fees include: instructional material, breakfast and lunch.

*Catered breakfasts and lunches all 3 days including Panera Bread Charlie the Butcher, Chicken-n-Pizza Works, Wegmans, and Tim Hortons. * Please advise of any dietary restrictions.*

Earn (7) CEH per day towards recertification

Space Limited; RSVP early to secure spot.

What Should I Expect?

Dr. Hancock will review the format of the test, sample questions, and go through material on the exam for each module. The schedule allows time between sessions to schedule exams. An informational packet with FAQ for certification will be available. ***If you're already certified, attend to earn (7) CEH per day for recertification.***

What are the benefits of achieving the CPSM®?

CPSM®s indicate that they have mastered the supply management body of knowledge. Current evolution of the profession dictates that a strategic level certification is needed for professionals to effectively implement innovative supply chain strategies throughout their entire organization. The CPSM® is a milestone for those professionals who take ownership of their careers. Surveys indicate those with professional certifications report higher annual compensation than those without. Pursuing the CPSM® is your chance to leverage your knowledge and experience into career advancement.

CONTACT ISM-BUFFALO FOR ADDITIONAL FAQ ON CERTIFICATION. WE'VE COMPILED AN EASY TO READ PACKET.

Instructor:

Dr. Phil Hancock, MBA, CPSM, CPSM

Dr Philip Hancock is co-owner of Glenochil Associates, LLC, a consultant & trainer, and a Certified Professional in Supply Management (CPSM) and Supplier Diversity (CPSD). He has held of-



He served as a director of NAPM-Buffalo and served on the national Diversity Committee of the Institute for Supply Management. Philip received an MBA and PhD in Operations Research from Napier University in Scotland and has taught supply chain management and related topics in both the US and UK. He has published in the Decision Science Institute Journal of Innovative Education, the International Journal of Service Sciences and the Journal of Operational Research Society, among others. Philip has substantial experience in both commercial banking and government procurement and is a UK chartered banker.

Specialties: Professor, Operational Research, Supply Chain Management, Procurement, Financial Management, Statistical Modelling and Social Network Analysis.

What are the benefits for my organization if I become CPSM® certified?

CPSM®s have demonstrated knowledge of the cross-functional skills that enable them to contribute value and lead their organization in today's global economy. The CPSM® emphasizes major segments of the supply management profession, all critical to their employer's success. CPSM®s demonstrate a dedication to their profession and to continuous professional development. Senior supply management executives often find value in using the CPSM® as a development tool for their entire organization, to ensure that everyone shares a common understanding of the skills required by the profession.

REGISTRATION FORM

ISM-Buffalo's CPSM Review Workshops Winter 2019

ISM-Buffalo Member Fee: \$100.00 per session; Non-Member Fee: \$150.00 per session

- Module 1: Foundation of Supply Management - Friday, January 25, 2019
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Name: _____ Title: _____

Company _____ Email: _____

Work Phone: _____ Cell Phone _____

Payment by check payable to **ISM-Buffalo, Inc.** or

Credit card (MC, Visa, AmEx, Discover): Cardholder Name: _____

Acct #: _____ Expiration Date: _____ CVV _____ Zip Code Associated w/ card _____

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