



ISM—Buffalo, Inc.

Supply Chain Management (SCM) Symposium

Friday, May 11, 2018

8am-4pm

The Institute for Supply Management-Buffalo is pleased to announce our annual Supply Chain Management Symposium. We are excited to be able to offer such an incredible value to our members, colleagues and friends. The concepts we will learn are not to be missed. Please share this opportunity with your managers and coworkers. All are welcome to join us for a full day of learning alongside other local professionals.



Everyone can relate to the struggle of getting everybody on the same page, working towards common goals, and building an effective team. These achievements are critical elements to the success of a business. Whether it be effectively communicating within an individual department or between cross functional teams internally, working with offsite personnel at other corporate locations, or through collaboration with your supply base, teamwork, proper communication and planning are essential.

DETAILS:

Date: Friday, May 11, 2018

Place: Classics V Banquets
2425 Niagara Falls Blvd., Amherst, NY 14228

Schedule:

7:30- 8:00 am...Registration & Continental Breakfast
8:00 am - 11:30 am....Presentations
11:30 am - 12:00 pm.....Deluxe Hot Buffet Lunch
12:00 - 4:00 pm....Presentations

Cost:

ISM-Buffalo Members: \$100.00
Non-Members: \$125.00

Fees include: instructional material, continental breakfast, lunch & snack breaks.

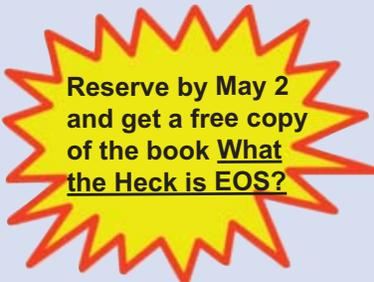
Reservations:

ismbuf@ismbuffalo.com

Questions:

(716) 648-0972

Earn (7.5) CEH for this very affordable event!



Presentations

Maximize Your Team's Performance with Traction and Accountability

Lack of clarity and focus on role, responsibility and results is a main cause of conflict and low accountability in teams.

This workshop will share strategies and practices that you can implement immediately to improve the results and effectiveness of your team, and tailored for your role (individual contributor, project or team leader or manager).

You will leave with a process and toolkit to get everyone is "on the same page" and working together on the most important activities to achieve your team goals.

Morning Session:

EOS – the Entrepreneurial Operating System™

Speaker: Jim Wardlaw, Stich TLC

The EOS system is the way a company organizes its human energy-- the way that the people in the

organization meet, solve problems, plan, prioritize, follow processes, communicate, measure, structure, clarify roles, lead, and manage.

- ♦ How Does EOS Work? (The EOS Model)
- ♦ Do You See What Leaders Are Saying? (*The Vision/Traction Organizer)
- ♦ Who's Doing What? (*The Accountability Chart)
- ♦ Process [Documented and Followed by All]
- ♦ What Is Most Important Right Now? (Rocks)
- ♦ Why Do We Have to Have Meetings? (*The Weekly Meeting Pulse, *Level 10 Meeting)
- ♦ What's My Number? (*Scorecard & Measurables)
- ♦ Identify and Eliminate Issues [*Issues List and Issues Solving Track]

Handout: Workbook with tools from the *EOS toolkit

Afternoon Session:

Maximizing Team Performance with Accountability

Speaker: Diana Southall, the People Plan

The afternoon session will show how you can use the foundations of the EOS system to build a trusted accountable team, create "Traction" and improve decision making in your business, and align performance with business goals and rewards.

- ♦ Steps to clarify your Role, Responsibility and Results [*Job Responsibility Profile]
- ♦ Know your number – What do you do that drives business value? Cascading company metrics to your *Job Scorecard
- ♦ Identify, prioritize and move your Rocks (*Winning Moves Planner, ICE Priority Method]
- ♦ "Delegating" to your peers and your manager [*Delegation Wish List]
- ♦ Using action plans to plan, prioritize, and keep you and your team focused and on

track [*Quarterly Action Plan Template]

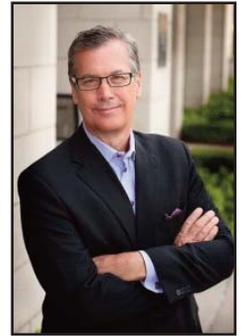
- ♦ Alignment- how to integrate Rocks and Dashboards into process improvement, planning, decision making, and recognition/rewards
- ♦ Roadmap to implement in your team

Handout: Workbook with tools from the *People Plan toolkit

About our Presenters

Speaker Bio: Jim Wardlaw

Hello. My name is Jim Wardlaw, Chief Change Agent at Stitch Brand & Culture. With a BFA in Corporate Communications, 30 years of experience in marketing communications and the turn-around and sale of a successful ad agency behind me, I was accepted into the Master of Science in Creativity and Change Leadership program at Buffalo State College in Buffalo, New York.



At Buffalo State I realized that at the core of an organization's ability to manage change and deliver on the promises made by its marketing department was culture. And some cultures were just better at managing change and aligning with their promises than others. But why?

This led me to Stitch. A new sort of consultancy. A "Change Agency."

We all know that change is happening at unprecedented rates. Whether at your own hand or at the hands of others, your situation will likely feel the pressure of change. Change can impact you at every level of business. It is never easy and always creates some level of uncertainty. The trick is to prepare yourself and your organization to manage it. And, that brings me back to culture.

Simply put: If your culture is rooted in fear and certainty (what it thinks it knows from past experience) it can only manage change in the same manner it has in the past. It can only do what it knows. Cultures that learn to manage uncertainty embrace change and use it to fuel their growth. They give employees the freedom to create remarkable experiences and support climates of innovation, creativity and contribution. They engage their employees in beliefs that drive action and leverage the emotional power of story and brand.

At Stitch we help companies learn to embrace change and drive performance. From tools that provide operational structure and discipline, to cultural programs that condition employees for improved performance while building the kind of lasting cultures that weathers the storm of change.

Speaker Bio: Diana Southall

Ms. Southall is a fifth-generation business owner, and spent her childhood, college and early career in a family business (Botanicus Inc, Top 25 women owned business in Buffalo, NY). The business had multiple departments in retail, service, distribution, and she worked every department from human resource to sales, marketing, accounting and operations.



from the University at Buffalo, where she studied with Dr. Jerry Newman (a nationally recognized expert in compensation and performance management). After graduate school, Ms. Southall joined HR Foundations as a consultant, quickly becoming a key partner in the firm.

Certified as a Senior Human Resource Professional (SPHR), she has taught compensation, leadership, and human resource management courses for Medaille College and the University at Buffalo School of Management.

In high school, Diana trained with local Organization Development consultants working in her family business to understand personality and its role in employee performance, and went on to study Economics and Social Psychology at Tufts University.

Since 1999, Diana has advised senior management teams of many of the premier mid-sized and large employers in Western New York on how to link their jobs & people to performance & pay. She has designed pay and incentive plans that impacted tens of thousands of employees, from first-line workers to sales and executive teams in every industry.

Diana holds an MBA and Masters degree in Psychology

For more information about membership in ISM-Buffalo, Inc. contact our Executive Director Nancy Boyd Haley at (716) 648-0972. Information and membership application available at www.ismbuffalo.com. Join us for monthly educational dinner meetings, workshops and plant tours. Affiliated with the Institute for Supply Management, a global organization of over 50,000 supply management professionals.

REGISTRATION FORM
ISM-Buffalo's SCM Symposium - Friday, May 11, 2018

ISM-Buffalo Member Fee: \$100.00; Non-Member Fee: \$125.00

Company Name: _____

Address: _____ City/State/Zip _____

Name: _____ Title: _____

Email: _____ 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 _____

ISM-Buffalo, Inc., PO Box 888, Hamburg, NY 14075-0888
(716) 648-0972 ismbuf@ismbuffalo.com
www.ismbuffalo.com