Add value and innovation to your supply chain with the Certified Professional in Supplier Diversity®.
**Smart Business**

How do you get your organization to be more flexible, responsive, innovative and customer-focused? With a supplier diversity program. Minority suppliers tend to be smaller, which lets them be more streamlined and nimble, and bring a fresh perspective into your supply chain. A diverse supplier base increases competition, results in better pricing, increased operational expertise and better business decisions.

Do you and your organization have the tools to lead a solid supplier diversity program?

The Certified Professional in Supplier Diversity® (CPSD™), from the Institute for Supply Management™, is the only professional designation for supply management professionals whose responsibilities include supplier diversity. The CPSD™ is supported by various diversity organizations. This designation also delivers added value to business leaders and other team leaders who participate in the development of diverse supplier initiatives within the organization. It gives you the tools to manage a comprehensive supplier diversity program.

**Speak the Language of Supply Management**

You need to speak, and understand, the language of purchasing and supply chain to provide a solid business case for diverse suppliers. The CPSD™ demonstrates you have an understanding of procurement and the entire supply chain, not just supplier diversity. It proves you can lead a comprehensive supplier diversity program. This professional designation demonstrates to your employer, your colleagues, your suppliers and even your customers that you are serious about helping diverse suppliers and your organization succeed.
Eligibility

- Successfully pass the CPSD™ Exam.
- Successfully pass Exam 1 — Foundation of Supply Management of the Certified Professional in Supply Management® (CPSM®). This requirement is waived if the candidate holds a current CPSM® or C.P.M.
- Minimum of five years of professional (nonclerical, nonsupport) supplier diversity or supply management experience (does not need to be primary function), OR three years of professional (nonclerical, nonsupport) supplier diversity or supply management experience IF the candidate has a bachelor’s degree from a regionally accredited college or university (or international equivalent).

Recertify every three years with 60 Continuing Education Hours (CEHs). ISM offers many options, including online courses, to earn CEHs. Most employer training, job-related conferences and college courses are also eligible for CEHs.

“The knowledge learned in my pursuit of the CPSD™ showed me that common best-practice principles apply in sourcing and supplier diversity. CPSD™ shows others you have an understanding of procurement and the entire supply chain, not just supplier diversity.”

— Berlon Hamilton
Supplier Diversity Leader
Hospira, Inc.
Exam Content

Exams cover the major areas of supplier diversity and supply management. Please see the CPSD™ and CPSM® Exam Specifications at www.ism.ws for more detailed information.

CPSD™ Exam — Certified Professional in Supplier Diversity®
120 questions, 2 hours
Policies and Planning | Sourcing/Supplier Development | Finance/Budgeting | Metrics/Oversight | Training and Development | Advocacy/Marketing/Outreach

CPSM® Exam 1 — Foundation of Supply Management
165 questions, 2 hours and 45 minutes
Contracting and Negotiation | Social Responsibility | Cost and Finance | Sourcing | International Supplier Relationship Management

Exam Fees
US$329* per exam/ISM members US$199 per exam

*Nonmember price includes one year of ISM Direct membership.
“My CPSD™ and CPSM® certifications had an **immediate impact** by providing me with a significant and **unchallengeable advantage**. I was recently appointed by Virginia’s **Governor** to serve as the state’s first **director of supplier diversity**. During the comprehensive vetting process, the administration saw they needed someone with credibility in both the **procurement** and supplier diversity communities.”

— Mark S. Cartwright, CPSM, CPSD
Director of Supplier Diversity
Office of Governor Robert McDonnell
How to Prepare for the CPSD™ Exams

Set your goals and create a time line to study and take your CPSD™ Exam and either CPSM® Exam 1 (Current CPSM®s or C.P.M.s only take CPSD™ Exam). We recommend you start with CPSM® Exam 1 as it helps you be more prepared for the CPSD™ Exam. Then, register and schedule your exam.

Take the CPSM® Diagnostic Kit Exam 1 practice test to find your weak areas. Use your score report from the Diagnostic Kit to develop a study plan to target areas you need to strengthen — areas in which you scored less than 75 percent. The diagnostic score report references where to find the explanations in the CPSM® Study Guide, the ISM Professional Series and a few other resources. If you find you need more help, take a CPSM® Exam 1 Review Course available in online and self-study workbook formats.

As needed, adjust your goals and time line for the CPSD™ Exam. Then, register and schedule your exam. Take the CPSD™ Online Exam Review Course or complete the CPSD™ Exam Review Self-Study Workbook (same content). ISM and some of its affiliates periodically offer a face-to-face CPSD™ Exam Review Course (content similar to online and workbook). Check the ISM website or your ISM affiliate for schedules.

Use the CPSD™ course content outline from the online course or self-study workbook as a guide. Check off each concept as you review and understand it. Make sure to complete all the exercises, knowledge checks and post-test within the course to prepare you for the style of questioning on the exam.
I strongly believe that, because CPSD™ requires you to have a strong understanding of the entire supply chain and not just supplier diversity, it really enhances our profession. We are better able to interact with procurement and supply chain on why it makes sense to utilize these diverse suppliers and how it can impact our bottom line.”

— Alex F. Alvarez, CPSM, CPSD, C.P.M., A.P.P.
Supply Chain and Diversity Manager
Recommended for Candidates Without a Current CPSM® or C.P.M.:

- **CPSM® Exam 1 Study Guide** — A Study Tool for the CPSD™ Designation
  An expanded outline of CPSM® Exam 1 content provides information on test specifications, examples of the testing format and question styles. *Note: Not for use by those pursuing the CPSM® designations.*
  Item #SDX1
  US$49/ISM Members US$29

- **CPSM® Exam 1 Diagnostic Kit**
  Sample test for CPSM® Exam 1 with score report, correct answers, justifications and references.
  Web version Item #CPSMDK_E1
  US$89/ISM Members US$59
  Print version Item #DK1
  US$49/ISM Members US$29

- **ISM Glossary of Key Supply Management Terms** (5th Edition)
  With more than 2,400 terms, the fifth edition includes information from all disciplines of supply management.
  Item #GL5
  US$89/ISM Members US$59

- **The Supply Management Handbook** (7th edition)
  This book is helpful for additional review of supply management concepts.
  Item #4
  US$129/ISM Members US$124

- **ISM Professional Series** — Volume 1, Foundation of Supply Management
  In-depth explanations on the topics tested in CPSM® Exam 1.
  Item #PS1
  US$139/ISM Members US$99

- **CPSM® Exam 1 Review Courses**
  In online and self-study workbook (same content), these review courses with resource articles, case studies and supplemental content developed by subject-matter experts help you prepare for the topics covered in CPSM® Exam 1. Includes a post-test with answers and justifications. (10 CEHs)
  CPSM® Exam 1 Self-Study Workbook
  Item #6002
  US$219/ISM Members US$169
  CPSM® Exam 1 Online Review Course
  Item #3969
  US$299/ISM Members US$199

Join the CPSD™ LinkedIn group to ask questions and network with other CPSD™s and potential CPSD™s.
## CPSD™ Cost, With Our Best-Selling Study Materials.

<table>
<thead>
<tr>
<th></th>
<th>ISM Members</th>
<th>Nonmembers</th>
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<tbody>
<tr>
<td>CPSD™ Online Review Course</td>
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<td>CPSD™ Application Fee</td>
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<td><strong>US$547</strong></td>
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<td>CPSM® Exam 1 Study Guide (Book 1 of CPSM® Study Guide can be used)</td>
<td>US$29</td>
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<tr>
<td>ISM Professional Series – volume 1</td>
<td>US$99</td>
<td>US$139</td>
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<tr>
<td>CPSM® Exam 1 Diagnostic Kit, web version</td>
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ISM membership is not required to become a CPSD™. However, members do enjoy significant savings — up to US$390. For details on ISM membership, visit www.ism.ws.
Getting Started

Order your study materials and register for your exams at www.ism.ws. Once you pass the required exams, send in your application to ISM documenting your required work experience and exam scores. Exam scores are valid for four years. Most candidates take between two to six months to become a CPSD™.

Register or get more information at www.ism.ws and select Professional Credentials, or call 800/888-6276 or +1 480/752-6276, option 8.

Email isminfo@ism.ws with your mailing address and we’ll send you How to Study in 10 Steps and Exam information brochures.