



# Challenge Yourself

Make the move to gain supply  
management's most prestigious  
professional designation.

The Certified Professional in  
Supply Management®





**CPSM<sup>®</sup>s earn 13% more than  
those without the designation.**

*Source: ISM 2009 Salary Survey*

## Challenge Yourself

Change and uncertainty surround us with economic volatility and career instability. To carve out a secure future, you need more knowledge, more experience and a jump on the competition. The Certified Professional in Supply Management® (CPSM®) from the Institute for Supply Management™ (ISM), the first and largest supply management association in the world, can give you the edge you need in this global marketplace.

Challenge yourself and make the move to gain supply management's most prestigious professional designation. The CPSM® sets high standards for your career and your organization.

For significantly less money than a semester at a business school, you can boost the effectiveness of your bachelor's degree and practical work experience by becoming a CPSM®. It proves you have what it takes to lead your organization through the twists and turns of the global economy, giving you an edge in this highly competitive job market. The CPSM® is the ultimate symbol of professional competence in supply management.

As supply management takes center stage in strengthening the bottom line, individual job functions are now fully inter-related, making expertise in multiple areas of supply management critical for today's professionals.

## Recognized Globally

The CPSM® is recognized globally and defines you as a supply management professional around the world. Since its debut in May 2008, ISM boasts CPSM®s in more than 12 countries with testing centers in more than 230 countries.

The CPSM® is the professional credential that leads you into the decision-maker role compelling you to generate strategic solutions. You will have the capacity to effectively manage projects, whether you work in the non-manufacturing or manufacturing sector. The CPSM®'s emphasis on supply chain integration is what allows you to continually evolve in the rapidly changing arena that is supply management.

The multidimensional expertise demanded by the CPSM® gives you a macro perspective of strategic sourcing, cultural awareness, risk and compliance issues, organizational global strategy, logistics and social responsibility. Knowledge in areas such as finance and the benchmarking of global suppliers is also covered in the exams. The integrated skill set required to reach this professional designation in areas like commodity management, supplier diversity and supplier relationship management will drive value in every link of the supply chain.

## CPSM® Eligibility

- ◆ Three years of full-time, professional supply management experience — nonclerical, nonsupport
- ◆ Bachelor's degree from a regionally accredited institution or international equivalent
- ◆ Successfully pass three CPSM® Exams, OR, if you are a C.P.M. in good standing, pass the Bridge Exam (test centers located in more than 230 countries)
- ◆ Recertify every three years with 60 Continuing Education Hours (CEHs). For added convenience, ISM offers many online courses to earn CEHs.

## CPSM® Bridge Exam

Certified Purchasing Managers (C.P.M.s) in good standing with a bachelor's degree only need to take one Bridge Exam. The CPSM® Bridge Exam is a single exam covering content not included in the current C.P.M. Exams.

## How to Prepare for the CPSM® Exams

### CPSM® Exam Content

You must pass all three CPSM® Exams. Exams cover the major areas of supply management. (C.P.M.s with a bachelor's degree may take one Bridge Exam.) For detailed exam specifications, visit the Professional Credentials section of the ISM Web site at [www.ism.ws](http://www.ism.ws).

**“I was interested in the fact that it dealt with more than just one facet of the supply chain. A credential is a symbol on a piece of paper. Its value lies in the knowledge gained; its worth is proved with every successful negotiation; its reward is in every dollar saved. Having a CPSM<sup>®</sup> says to the world, here I am, ready for the future, bring it on...”**

**Terry Volpel, CPSM**

Senior Manager — Strategic Procurement

ATB Financial

### Exam 1 — Foundation of Supply Management

165 questions, two hours and 45 minutes

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

### Exam 2 — Effective Supply Management Performance

165 questions, two hours and 45 minutes

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

### Exam 3 — Leadership in Supply Management

180 questions, three hours

Leadership | Strategic Sourcing | Risk Compliance

### Bridge Exam — Only for current C.P.M.s with a bachelor's degree.

180 questions, three hours

Areas not covered in the current C.P.M. Exams

ISM offers worldwide testing in more than 230 countries through Pearson VUE Testing Centers. Visit [www.pearsonvue.com/ism](http://www.pearsonvue.com/ism) to find your nearest test center.

**Exam fees:** USD \$180 per exam members/ USD \$265 per exam nonmembers

## Use These Resources to Study

ISM offers a variety of study materials to assist you in preparing for your exams. To meet your personal study preferences, some study materials are available in print or online. ISM best-sellers include the CPSM® *Study Guide* and the CPSM® *Diagnostic Kit*.



### CPSM® Study Guide

The CPSM® *Study Guide* provides information on test specifications, examples of the testing format and question styles. (Bridge Exam content is noted.)

USD \$59 members/USD \$89 nonmembers



### CPSM® Diagnostic Kit

The CPSM® *Diagnostic Kit* helps you focus your study efforts by identifying any areas of supply management that need improvement. You get a sample test for each of the three CPSM® Exams with a scoring chart and correct answers, including justifications and bibliographic references. To be used with the CPSM® *Study Guide*.

Print version: USD \$79 members/USD \$99 nonmembers

Online version: Available Summer 2009



## ISM Professional Series

The ISM *Professional Series* focuses on challenges, goals and the integrated skill sets needed to be successful in strategic supply management. The series draws from all industries and levels, formulating a macro view of the profession. Each volume corresponds with the three CPSM® Exams.

Three-volume set: **USD \$195 members/USD \$280 nonmembers**

Each volume: **USD \$85 members/USD \$115 nonmembers**



## CPSM® and CPSM® Bridge Exam Review Courses

In print and online versions, the CPSM® and CPSM® Bridge Exam Review Courses have been developed according to exam specifications. They provide an overview of the material covered on the CPSM® and CPSM® Bridge Exam, with resource articles, case studies and supplemental content developed by subject-matter experts. There is a post-test with justifications to evaluate your increased knowledge.

Self-study workbook courses: **USD \$159 members/USD \$199 nonmembers**

Online review courses: **USD \$195 members/USD \$295 nonmembers**

(Online review courses available at [www.ism-knowledgecenter.ws](http://www.ism-knowledgecenter.ws))

A CPSM® Supplemental Reading list is available at [www.ism.ws](http://www.ism.ws). The Supplemental Reading List contains a variety of exam-related titles that give you additional resources in the broad areas of supply management.

## Getting Started

Order your study materials and register for your exams at [www.ism.ws](http://www.ism.ws). Once you pass all three exams (or the Bridge Exam if you are a qualified C.P.M.), send your application to ISM with proof of your bachelor's degree and work experience. Most candidates take between six -12 months to become a CPSM®. Exam scores are valid for three years.

Register at [www.ism.ws](http://www.ism.ws) and select Professional Credentials, or call 800/888-6276 or +1 480/752-6276, option 8.

For group testing at your location, contact our Sales Team at 800/888-6276 or +1 480/752-6276: Kathy Braase, extension 3061 or [kbraase@ism.ws](mailto:kbraase@ism.ws), or Trish True, extension 3086 or [ttrue@ism.ws](mailto:ttrue@ism.ws).



**institute for  
supply management**  
P.O. Box 22160  
Tempe, AZ 85285-2160  
USA



ISM is a member of the  
International Federation of  
Purchasing and Supply  
Management (IFPSM)

Non-Profit  
U.S. POSTAGE  
**PAID**  
San Antonio TX  
Permit No. 3903

## Challenge Yourself

Now is the time to build a sustainable career. Challenge yourself to make a difference in your profession and your organization. Challenge yourself to get the additional knowledge and experience that you need to secure your future. Challenge yourself to make strategic contributions to your organization. Challenge yourself to successfully compete in the job market. Challenge yourself to earn the prestigious Certified Professional in Supply Management® (CPSM®). Register for your exams and order your study materials at [www.ism.ws](http://www.ism.ws) or 800/888-6276 or +1 480/752-6276, option 8.

As the largest supply management institute in the world, the mission of Institute for Supply Management™ (ISM) is to lead supply management. By executing and extending its mission through education, research, standards of excellence, influence building and information dissemination — including the renowned monthly *ISM Report On Business*® — ISM continues to extend the global impact of supply management. ISM is a not-for-profit membership association serving more than 40,000 supply management professionals in 75 countries. ISM offers credentialing to professionals around the world with the Certified Professional in Supply Management® (CPSM®) qualification.

[www.ism.ws](http://www.ism.ws) | 800/888-6276