

Need Approval to Attend ISM's Annual Conference? Create a Winning Proposal!

Attendance at the Institute for Supply Management™'s 95th Annual International Supply Management Conference and Educational Exhibit, April 25-28, 2010 in San Diego, California, can make the difference between your supply chain stalling, surviving or even thriving during these tough economic times.

If you need senior management's approval for travel and training expenditures, it's worth it to develop a proposal so you can attend the ISM Annual Conference in 2010.

Gain Buy-In

Study ISM's Conference brochure (available in hardcopy, or go to <http://www.ism.ws/confplanner/workshops.cfm?confID=34> for workshops.) Identify workshops, educational sessions and exhibitors that address specific needs within your supply management organization. List your current initiatives, such as managing risk, cutting costs, streamlining processes, building relationships or other specific challenges, and then find corresponding workshops. Prepare a list of the benefits that can be realized by your attendance. Then, explain the relationship between these Conference activities and your organizational goals. It's important to be able to list the benefits to your organization and how you can make an impact.

Here are some benefits of your attendance:

- Get practical solutions to complex problems.
- Investigate real-world case studies.
- Analyze best practices and management trends.
- Register for your choice of more than 100 professional workshops.
- Network with other supply professionals.
- Hear from powerful keynote speakers.
- Earn Continuing Education Hours (CEHs).
- Adopt world-class supply strategies.
- Discuss hot topics with colleagues.
- Discover new approaches to standard situations.

During the Conference, you will meet the best and the brightest in the supply management profession and you will have a taste of what ISM has to offer. With more than 100 workshop sessions, you and your company will reap the benefits of best practices, success stories, tools and practical solutions. You will also have the opportunity to transform your biggest challenges into your greatest accomplishments when you learn from the experts, leaders in the field and fellow practitioners.

Everyone Benefits

Be a force of change in your organization by bringing the knowledge home. Everyone in your organization can benefit by your attendance. You will be able to learn successful methods and best practices from leaders in supply management. You will also learn how to apply these methods in multiple situations.

Check Out Our Educational Tracks

This year we're offering tracks on a number of topics. If your organization is focusing on any (or all) of these areas, you can't miss this year's Conference. In addition, we still have our basic supply management workshops, but these tracks can help you beef up your knowledge base and tackle these issues.

[Risk Management](#)
[Best Practices](#)
[Logistics](#)
[Leadership, Management and Talent](#)
[Services Procurement](#)

Dig Deeper With Mega-Sessions

Some subject matter demands an in-depth look. ISM offers selected sessions that delve into complex areas of supply management.

Back By Popular Demand. This year, we're again offering extended sessions on [Project Management](#), [Business Continuity](#) and [Services Procurement](#). Last year, these programs received high scores on the evaluations and positive attendee feedback, so we've got them on the schedule again.

New This Year — [Finance](#) and [Negotiations](#). Expertise in these areas can make or break your organization, so we're offering mega-sessions on these topics.

Exhibit Hall, Meal Functions, Downtime.

Don't forget that time not spent in workshops can be valuable, too. Meal functions and keynote addresses provide an environment to network with your peers. It's during the informal moments that you can network and find out what your colleagues are doing to solve their real-world problems, which probably mirror yours. Make sure your supervisor knows that you will use your downtime to make new contacts and forge new relationships that can often be the key to developing unique solutions and improvements.

Develop a Proposal

Put your ideas in writing and submit a formal proposal to your department head. Include your intended schedule of workshops and why the knowledge gained will be valuable to your operation. Strengthen your proposal by listing department goals and their corresponding workshops. Also, list all areas where your department faces challenges and how your intended workshops will help you overcome these challenges. Don't forget to include the cost of registration, airfare, meals and lodging in order to make it an all-inclusive proposal.

Full Circle — Provide Feedback to Management

Follow up with your direct supervisor after you return from the Conference. They will want to know firsthand your impression of the Conference, whether you gained something from it and how you will be able to apply lessons learned. This is where you will refer to your original proposal and goals to achieve while at the Conference. Let your supervisor know what you have learned and how you will implement this knowledge. Most importantly, let your manager know that your participation in the Conference was a worthwhile investment for your company.

So, plan your strategy, prepare your proposal and secure your approval to attend the 2010 Conference. Bring the benefits of knowledge home to your company!

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