



ISM's 9th Annual Black Executive Supply  
Management Summit  
February 8-9, 2012 | Dallas (Grapevine), Texas

# ISM's 9th Annual Black Executive Supply Management Summit

The ISM Black Executive Supply Management Summit delivers supply chain management strategies as well as general business approaches to help you streamline your enterprise. Furthermore, it provides an opportunity to find out what your colleagues are working on in 2012 ... and beyond ... and discover tools that will help you lead your team forward.

This is a unique opportunity for face-to-face learning and networking. Networking is an essential part of your supply management toolbox and no other tool is as versatile. Face-to-face contact with your colleagues can open doors to supply chain management innovation, but most of all it can provide you with the connections you need to take your career forward. Facebook, LinkedIn and Twitter are not enough. You need the benefit of real interaction with your colleagues, and this summit is the perfect venue.

Don't miss this opportunity to network and learn from some great supply management professionals. This is a chance to roll up your sleeves and find out what other organizations are doing to get ahead. Look for sessions that address how you can unleash your innovative spirit, as well as a riveting panel discussion on disaster planning. Our kick-off speaker delivers insight into today's uncertain economy. Be sure to attend the executive roundtable networking event and gain some top-level perspectives.

## Back by Popular Demand

The ISM Black Executive Supply Management Summit is held at the same time and same location as the Hispanic Supply Management Summit and the Women Executive Supply Management Summit. Each summit has its own set of workshops, but general sessions are held together. This gives you the added benefit of networking with your colleagues attending the other summits. You are welcome to attend any of the concurrent sessions offered by either of the other summits.

**Who Should Attend This Program** — This program is presented for black executives, their direct reports and those interested in building their career in supply management. Supply management executives from all industries and organizations benefit from these sessions. If you have a passion for supply management and want to network and learn from those sharing your interest, you won't want to miss this program.

In principle and in practice, ISM values and seeks a diverse membership, volunteer leadership and staff. There are no barriers to full participation in the Institute on the basis of ethnic background, gender, creed, age, sexual orientation, national origin or disability.

## Tuesday, February 7, 2012

1:30 – 4:30 p.m. | **Certified Professional in Supplier Diversity™ (CPSD™) Testing (optional)**

Supplier diversity professionals have the opportunity to take the CPSD™ Exam before the Summit starts. Exam fees (US\$180 ISM member/nonmember) are separate from registration.

6:00 – 7:00 p.m. | **Networking Reception, All Summit Participants**

## Wednesday, February 8, 2012

8:00 – 8:30 a.m. | **Opening, Welcome**

8:30 – 9:30 a.m. | **Session GS2**

### **For Better or Worse: An Economic Outlook**

Every day, we strive to perfect our supply chains to deliver the highest return to our stakeholders. We all know that, in this decade, our decisions and processes revolve around one thing — an uncertain economy. We can't stand still and wait to see what happens — we need to be active and informed to make the best decisions for our organizations. Join us for this economic outlook as we explore the marketplace and take another look at the complex economic landscape. This lively discussion concludes with Q&A, so take advantage of having an expert answer your most burning questions about the economy and business in general.

**Roberto A. Coronado** | Economist | Federal Reserve Bank of Dallas, El Paso Branch

9:30 – 9:45 a.m. | **Networking Break**

9:45 – 10:45 a.m. | **Session B1**

## **Sustainability and Social Responsibility: Supply Management's Critical Role**

Supply management is often at the center of corporate sustainability policy and decision-making. Supply professionals must be ready to take a leadership role in sustainability and social responsibility. Hear from two experts on the roles they play and what they see coming in the future.

**Regina O. Edwards, J.D.** | Director, Global Procurement | Capital One

**Cathy Rodgers** | Vice President, Global Opportunities, Chair, ISM Committee on Sustainability and Social Responsibility | IBM Global Technology Services

10:45 – 11:00 a.m. | **Networking Break**

11:00 a.m. – 12:30 p.m. | **Session GS3**

## **Surviving the Worst-Case Scenario**

Interact with well-known supply professionals who have extraordinary experience and insight into how natural disasters impact supply chains. This panel will share their survival stories and how they have changed business processes to enhance their ability to react to future events more successfully.

**Craig Cuffie** — Moderator | Vice President, Supply Chain Management | Clearwire Corporation

**Jill Bossi, C.P.M.** | Vice President and Chief Procurement Officer | American Red Cross

**Joe Houghton** | Vice President of Flight Operations | Spirit Airlines

**Steve Ferguson** | Global Strategic Sourcing Manager | Corning

**Keith Washington** | Director, Newbuild and Fleet Design | Royal Caribbean Cruise Ltd.

12:30 – 1:30 p.m. | **Lunch**

1:30 – 2:30 p.m. | **Session B2**

## **Leadership: Its Role in Your Success**

The ability to lead impacts not only newly minted executives, but seasoned executives, as well. Success is often determined based on understanding, practicing and modeling effective leadership behavior. Find out how to increase your leadership from an insider and join us for this game-changing session.

**Jeffrey Hatchell, MBA** — Moderator | President and Founder | Empower Management Solutions

**Shelley Stewart Jr., CPSM** | Senior Vice President, Operational Excellence and Chief Procurement Officer | Tyco

**Quentin Roach** | Chief Procurement Officer & Senior Vice President External Manufacturing & Supplier Quality | Merck & Company, Inc.

**Meghan Murray** | Director, Supply Chain | PricewaterhouseCoopers LLP

**Rick Frazier** | Vice President, Commercial Product Supply | The Coca-Cola Company

1:30 – 2:30 p.m. | **Session S1**

## **Navigating Your Career**

Join these two career specialists as they give you the inside track to jump-starting your career. Gain insights into the skills organizations are seeking in their new hires. You will broaden your perspective and get answers to your questions about business hiring practices.

**Brian Clarke** | Managing Partner | Kensington International

**Amanda DeCook** | Senior Sourcing Analyst | A.T. Kearney

2:30 – 2:45 p.m. | **Networking Break**

2:45 – 4:45 p.m. | **Session GS4**

## **Executive Roundtable Networking**

An annual favorite, this session gives you the opportunity to interact with senior supply leaders. The session is structured to give you a chance to meet and interact in groups of 8 to 10 people with up to 7 to 9 executives of your choosing. The session is placed at the end of the day to jump-start ongoing discussions and networking during the evening's reception and dinner.

5:30 – 6:30 p.m.

## Reception

6:30 – 8:00 p.m.

## Dinner

# Thursday, February 9, 2012

7:30 – 8:30 a.m. | **Breakfast**

8:30 – 9:00 a.m. | **Session GS5**

## Opening Remarks and Introduction

Regina O. Edwards, J.D. | Director, Global Procurement | Capital One

9:00 – 11:30 a.m. | **Session GS6**

## Case Competition: Addressing Supply Management and Business Issues

Teams with a maximum of five students from invited colleges will have the opportunity to develop analytical and reasoning skills in a professional setting, much like they will face in the business world, with cases provided by A.T. Kearney.

11:30 a.m. – 12:30 p.m. | **Lunch**

12:30 – 1:15 p.m. | **Session GS7**

## Leadership: Influence and Vision

Good leadership gives you the competitive edge. Find out what it takes to lead your organization to the next level. This session will not only help you become a better leader, but to also develop future leaders to ensure success.

Calvin Mackie, Ph.D. | Managing Partner | Channel ZerO Group, LLC

1:15 – 2:15 p.m. | **Session B3**

## Supplier Diversity: Still Critical and Important

Learn about today's best practices and approaches. There is an emphasis on the importance of mentoring and developing smaller companies to stay competitive in the future.

Gene C. Waddy | Chief Executive Officer | DIVERSANT LLC

Jacquelyn M. Howard | Senior Director of Strategic Sourcing, U.S. Supply Chain Management | McDonalds USA, LLC

2:15 – 2:30 p.m. | **Networking Break**

2:30 – 3:00 p.m. | **Session GS8**

## Case Competition Winner Announcement

3:00 – 4:00 p.m. | **Session GS9**

## Where Supply Management and Finance Intersect

Understanding finance and its importance to supply management decision-making is critical to your continued success and for communicating the supply chain's financial impact on the organization. Understanding comes from a collaborative relationship between the areas of finance and supply. This session will address how to ensure the respect and shared understanding of how the two intersect and impact each other.

Robin Washington | Senior Vice President & Chief Financial Officer | Gilead Sciences, Inc.

4:00 p.m.

## Closing Remarks

Regina O. Edwards, J.D. | Director, Global Procurement | Capital One

## Registration Hours

Pick up your badge and program information during the following hours.

Tuesday, February 7, 2012  
4:00 p.m. – 7:00 p.m.

Wednesday, February 8, 2012  
7:00 a.m. – 3:00 p.m.

Thursday, February 9, 2012  
7:00 a.m. – 11:00 a.m.

**Important Schedule Information** | The Women Executive Supply Management Summit and the Hispanic Supply Management Summit are held at the same time and same venue as this program. All three programs share general sessions, which has the added benefit of broadening your networking scope. You are welcome to attend the concurrent sessions from any of the programs although we have developed a schedule especially for the Black Executive Supply Management Summit (you may view the other programs online). There is an opening reception Wednesday, February 6, 2012 from 6:00 to 7:00 p.m. There is a networking reception and dinner, Thursday, February 7, 2012, 5:30 to 8:00 p.m. All summit attendees are invited to this event.

**Summit Fees** | US\$845 members/US\$1,045 nonmembers/student members US\$250. Fees include all summit workshops and scheduled meals.

**Early Registration Discount** | Register by December 28, 2011 and receive US\$100 off the regular registration fee. (Student registration is not included in the discount offers.)

**Summit and Hotel Information** | Hilton DFW Lakes Executive Conference Center, 1800 Highway 26 East, Grapevine, TX 76051; +1 817/481-8444.

**Reservations** | 800/984-1344. Visit [www.ism.ws/2913](http://www.ism.ws/2913) to reserve your room. The ISM rate is only offered until January 10, 2012 or until the room block is sold out, whichever comes first, so book today! Rate: US\$159/Single.

**Included in Your Room Rate** | Complimentary in-room Internet access, complimentary ground transportation to/from DFW Airport (look for specific instructions online) as well as the Bass Pro Shop Outdoor World/Grapevine Mills Mall and entrance to Hilton Lakes Tennis & Sports Club

**ISM Cancellation and Refund Policy** | Notification of your cancellation must be in writing. Cancellations received up to the day prior to the program are subject to a US\$100 cancellation charge. No refunds are given once the program has begun. Registrants who fail to attend a program are not entitled to a refund. ISM must be contacted within 30 days of the program completion in order for a refund to be considered. ISM reserves the right to substitute speakers. If the program is not held for any reason, ISM's liability is limited to the program fee.

**Money-Back Guarantee** | Satisfaction with all programs is guaranteed. If you are not satisfied with this program, we will refund your registration fee. (All ISM Cancellation and Refund Policy guidelines must be followed.)

**Photo Release** | From time to time, we use photographs of participants in our promotional material. By virtue of your attendance, you agree to the use of your likeness in such material.

Register by December 28, 2011 to receive a US\$100 early discount.

## Four Easy Ways to Register

**Internet** | Register online at [www.ism.ws](http://www.ism.ws). Select Education — Seminars, Conferences.

**Fax** | Transmit completed form\* with credit card information to +1 480/752-2299.

**Mail** | Complete the form\* and mail with check or credit card information to ISM Black Executive Conference, P.O. Box 22160, Tempe, AZ 85285-2160, USA.

**Phone** | Call Customer Service at 800/888-6276 or +1 480/752-6276, option 8.

\*Visit the ISM website at [www.ism.ws](http://www.ism.ws) to download a registration form.

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February 8-9, 2012 | Dallas (Grapevine), Texas

Don't miss this great learning (and networking) experience.

Learn from others who are passionate about supply management.

Take your supply management community further.



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