

## **Supply Line 2055, Certification Update June 2003, 6th Edition**

To learn more about certification or accreditation, [click here](#) and select *C.P.M. and A.P.P. Programs Overview* for a PowerPoint presentation with a complete overview of both programs.

### **Issue Highlights:**

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### **ISM Honors 40,000th C.P.M.**

ISM's certification department is proud to announce that Lee S. Crane has earned the 40,000th C.P.M. designation. In honor of this achievement, Crane was awarded a complimentary registration to ISM's Annual Conference held in Nashville, Tennessee, and was recognized during a luncheon ceremony.

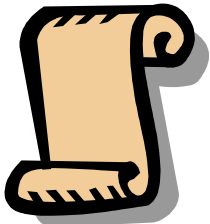
*"I already had a BA in economics and will receive an MBA from the University of New Haven in December 2003, but I realized very early in my career that receiving a C.P.M. designation would allow me to be universally recognized as a supply management professional. The process in and of itself was well worth the time and effort, and the knowledge gained will make me a better purchasing manager. "*

— Lee S. Crane, C.P.M.

Crane is a purchasing and supply management specialist with the U.S. Postal Service.

For additional information on the C.P.M. designation and study materials, log on to [www.ism.ws/Certification/index.cfm](http://www.ism.ws/Certification/index.cfm).

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## ISM's 88th Annual International Supply Management Conference and Educational Exhibit

This year's [Conference](#) in Nashville, was a huge success, and in case you missed it, here are some of the **certification highlights**:

### ISM C.P.M. and A.P.P. Instructor Information Program

This year's Instructor Information Program featured presentations by Christina Foster, SPHR, ISM's vice president of certification and diversity. Gerry Bundle, C.P.M., A.P.P., PeopleSoft engineer, Calpine, and Thomas J. Short, C.P.M., contract manager, LDS, helped facilitate the program, which had more than 20 participants. Next year's program promises to be just as exciting and informative.

### Michael A. McGinnis Conference Sessions

Dr. Michael A. McGinnis, C.P.M., A.P.P., held the highly successful, standing room only [Sharpening Your C.P.M. and A.P.P. Study and Test-Taking Skills](#) workshop. If you are preparing to take the exams, you may find it helpful to view the content covered in the workshop.

*"Everyone who has the ability to successfully work as a purchasing/supply professional has the ability to study for and pass the C.P.M. and/or A.P.P. Examinations. Procrastination and self-doubt are two reasons why individuals do not pursue certification/accreditation."*

— Dr. Michael A. McGinnis, C.P.M., A.P.P.

McGinnis is professor of marketing and supply chain management at the University of South Alabama in Mobile, Alabama. He holds BS and MS degrees from Michigan State University and a DBA degree from the University of Maryland - College Park, and has published over 50 articles in the academic literature and trade press. For more C.P.M. and A.P.P. information from McGinnis, see his monthly column published in the NAPM—Pittsburgh affiliate's newsletter from September 2002 to May 2003 called "[Certification Corner](#)."

### C.P.M. and A.P.P. Exams at Conference

ISM offered a special discount to all participants who registered for either the complete Conference or a 2-day pre-Conference seminar. Over 200 people took advantage of this offer and were able to take any and all modules of the C.P.M. and A.P.P. Exams at half-price!

### Couldn't Attend Conference? Get the *Daily High Notes*!

Couldn't make it to Nashville? Read the *2003 International Conference Proceedings*, see slide shows, review press releases, and more in the [Daily High Notes](#), now available online.

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## What Can an A.P.P. Designation Do for You?



Supply professionals interested in self-fulfillment, improving their skills, creating opportunities for promotion, recognition, and more increasing earning potential can benefit greatly from accreditation. By earning the A.P.P. designation, you prove that you have the skills and abilities to solve problems effectively, to use knowledge competently, to work more productively, and to be seriously considered for

promotions. While working toward an A.P.P., you are exposed to a wide variety of subject matter; thus your knowledge will be systematically improved, as will your ability to deal with new problems and situations on the job. For more information on the A.P.P. program, [click here](#).

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## 15th Annual North American Research/Teaching Symposium on Purchasing and Supply Chain Management



Check out the 15th Annual North American Research/Teaching Symposium on Purchasing and Supply Chain Management, March 25-27, 2004.

This innovative program is an excellent chance for academia and practitioners to combine forces and discuss topics such as research in the fields of supply management, purchasing, logistics, materials management, information technology, decision science, emerging trends, research methodologies, and business research needs.

Participate in the Symposium and receive CEHs by attending or facilitating a session, or presenting a published piece. The program is sponsored by CAPS Research, ISM, the Educational Resources Committee of ISM, and the Purchasing Management Association of Canada (PMAC).

Find out more at [www.ism.ws/Conferences/NARS2004.cfm](http://www.ism.ws/Conferences/NARS2004.cfm)

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## ISM eDigest™ Chemicals

ISM's new e-publication brings chemical news right to your desktop. If you play a role in supply management activities and you're part of the chemical industry or you buy chemicals, then sign up today! This new product will be delivered to your desktop each quarter, beginning in July 2003. To subscribe, [click here](#).

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## First Annual Black Executive Supply Management Summit

Howard University is hosting the Black Executive Supply Management Summit (BESMS) **November 12, 2003**, in Washington, D.C. The summit reflects the emerging role of supply management and the unique set of opportunities that the field holds for Black Americans and other minorities. Invitees to the summit include Black Executives in supply management, ISM members, academics from Historically Black Colleges and Universities (HBCU), and others who have an interest in the supply management profession. This is a great opportunity for all who participate.

For more information on this summit, e-mail [besms@ism.ws](mailto:besms@ism.ws).

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## Special Offer to C.P.P.s

For a limited time only, Certified Professional Purchasers (C.P.P.s) who have earned the designation through the Purchasing Management Association of Canada (PMAC) may apply for the C.P.M. designation and bypass the exam and other requirements.

This offer is only good until January 31, 2004. Any C.P.P. submitting an application after this date will be required to meet all of the current C.P.M. requirements. So take advantage of this special offer now and send in your application today. For more information regarding this program, [click here](#).

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## June Edition *Supply Line 2055* Survey

To participate in the latest survey, simply [click on this link](#), answer the questions, and see the results of the survey in the next edition of *Supply Line 2055*. See what your peers and colleagues are saying about certification.

### Results from the last *Supply Line 2055* Survey:

1. Does your company provide a financial incentive for obtaining and maintaining a C.P.M. or A.P.P. designation?

|                 |     |
|-----------------|-----|
| No              | 193 |
| Yes             | 75  |
| Total responses | 268 |

Even if your *current* employer does not provide an extra “financial incentive” for the designations, it is our experience that most companies do provide “financial support” during the exam process. Reimbursements for study materials, exam fees, and review courses are common. Remember the process can be worth up to 12 undergraduate credits at colleges across the country. Would your employer reimburse you for four college-level courses?

The designations make you more marketable, open up new career opportunities, and in these hard economic times everyone needs an edge above the competition. Earning the C.P.M. or A.P.P. proves to current and future employers that you possess the skills and abilities to solve problems effectively, use knowledge competently, and work productively. Perhaps most important of all, proving you have what it takes to become a C.P.M. or A.P.P. can increase your self-esteem. And what better negotiating and management tool can you have than that?

For more information on either program, [click here](#) and get started today!

2. If you are in a hiring position, do you require that your staff and/or any new hires obtain the C.P.M. or A.P.P. designation?

|                 |     |
|-----------------|-----|
| No              | 148 |
| Yes             | 76  |
| Total responses | 224 |

If you are in a hiring position and do not require your staff and/or any new hires to obtain the C.P.M. or A.P.P. designation, **WHY NOT?** You are in a position to choose the best employees for your department, and this means skilled and educated individuals with a deep understanding of the supply management field. Earning a C.P.M. or A.P.P. provides your staff with this understanding, helps them improve their problem-solving skills, and teaches them productive work habits. By working toward either designation, they are exposed to a wide variety of subject matter, and by mastering it, their knowledge and performance will systematically improve.

Through your support and encouragement, employees who earn their certification achieve greater job satisfaction and a heightened sense of professional empowerment. Aren't these qualities you are looking for in your staff? After all — if they look good, you look good.

[Click here](#) for more information on getting your staff certified today!

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## FAQs

### Q: Why do I need to recertify and what is required?

A: Individuals who have earned their C.P.M. designation are required to be recertified **every five years**. To be recertified, an applicant must earn 12 C.P.M. points during their current certificate period. At least two-thirds of the points must be educational in nature. One-third may be earned in the professional contributions category. Please submit your application for recertification no more than 120 days prior to the expiration date on your current certificate.

Seven CEHs (Continuing Education Hours) = One C.P.M. Point.

You need 84 CEHs or 12 C.P.M. points to recertify. These need to be earned during your current certification period. CEHs are counted hour-for-hour. For example, if you are in a class for 7 hours (not counting lunch and breaks), then you receive credit for 7 CEHs.

The documents for continuing education can be either a certificate of completion or a letter of completion from the organization that sponsored the class/seminar/conference.

For more ways to earn C.P.M. points, the C.P.M. recertification application itself has more detailed information online [click here](#).

### Q: What are the requirements to apply for Lifetime C.P.M.?

A: All applicants for Lifetime C.P.M. (Lifetime recertification) need to document at least 18 years of full-time professional supply management experience. You already documented a certain amount of experience on your C.P.M. Original Certification Application, so you do not need to document this particular experience again.

Once you have 18 years of experience, we suggest that you apply immediately. You do not have to wait for your current certification to expire. The amount of C.P.M.



points you will need for Lifetime recertification is determined by the date you reach your 18 years — not the date you send in your application (however, do postmark your application before the expiration of your current certificate). Please refer to the C.P.M. Recertification Application for the appropriate number of points you will need to submit. The application can be found [here](#).