

Presented by



Online Course Guide

Special Edition

*Advancing the
Supply Management Profession*



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Institute for Supply Management™ (ISM) offers you many online education topics and program types. Global in scope, these courses were developed by experts from leading organizations, professional associations, industry consortia, educational institutions, consulting firms and individual practitioners. Topics include a significant number of supply management titles as well as many new general business titles.

When you register for Knowledge Center courses, you and your organization have access to a comprehensive curriculum that addresses all areas of the supply chain, including:

- *Self Directed (SDR)* courses are modular, self-study courses, integrated with activities, case studies and an assessment test. These courses vary in complexity, range from one to 14 hours and are priced accordingly. They will provide you with in-depth knowledge in a specific subject area.
- *Expert on Demand (EOD)* courses require audio and provide overview presentations from experts in the field.
- *Bundled Programs (BDL)* are groups of modular self-study courses designed for concentrated learning in specific supply areas.

Note: ISM also offers *Instructor-Led* courses that are interactive and facilitated by proven subject-matter experts. Each course is four weeks in duration and offered several times per year through the ISM Knowledge Center. To learn more about these courses, visit ISM's Knowledge Center at www.ism-knowledgecenter.ws.

**Earn Continuing Education Hours (CEHs) for every course that you complete. Course duration corresponds with the number of CEHs you will earn.*

ISM Knowledge Center courses save you time and money.

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Let ISM customize its world-class seminars and Web-based courses to support your organizational goals and objectives. Whether face-to-face or remotely delivered, we aim for your success. Our programs include:

- Blended learning programs to incorporate multiple delivery formats in specific supply areas
- Customized programming to meet targeted organizational goals

Blended and customized learning combines the best of a variety of delivery methods. Each program is available to an audience of up to 35 people. Our standard is to include face-to-face, Web-based self-paced, live conference calls and reading assignments in each program.

For more information about ISM's Professional Development Services or Blended Learning Programs, contact:

Rene Yates, C.P.M., 800/888-6276 or 480/752-6276, extension 3080, ryates@ism.ws

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ISM Professional Development programs represent a green, sustainable solution to your organization's professional development. By eliminating the transportation costs involved, and holding training on your own schedule, at your location and in your language, you reduce your organization's carbon footprint. ISM is dedicated to preparing your team's contribution toward your organization's dynamic future.



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www.ism-knowledgecenter.ws

Course Topic/Title and Description	Course #	Member	Nonmember	CEHs
Cost/Price Strategies				
Cost Analysis (SDR) What is the real difference between cost and price? When should you use cost analysis to assess the best price? Expand your understanding of the role of cost in determining price by examining the elements of the cost analysis process. Explore supplemental tools for cost analysis and review a case study in the application of cost analysis. Select to purchase	3959	\$195	\$295	7
Cost/Price Minimization: Total Cost of Ownership (SDR) Gain insight into the concept of total cost of ownership and learn how to manage hidden costs to reduce overall costs and enhance value. Select to purchase	PEX408	\$99	\$149	2
Cost/Price Minimization: Value Analysis/Value Engineering (SDR) Build a working knowledge of value analysis and value engineering components, techniques, processes, applications and requirements. Learn more about the principles, evaluation and decision-making components of value analysis and value engineering. Select to purchase	PEX410	\$99	\$149	2
Cost Reduction Toolkit: Tools for Operations and Supply Chain Efficiencies (SDR) This course is designed to assist new and experienced supply management professionals to perform financial and operational tasks more strategically and efficiently. Select to purchase	3947	\$195	\$295	7
Price Analysis (SDR) How do you know when a price is reasonable? Learn to differentiate between price and cost, and when to use price analysis. Understand the pricing theory to know when competitive bidding works best. Explore the hierarchy and techniques of price analysis and what it means to obtain a fair and reasonable price and review four supplementary tools of price analysis. Select to purchase	3958	\$195	\$295	7
Price Analysis, Cost Analysis or Total Cost of Ownership: Determining the Best Approach (SDR) Make a powerful impact on your bottom line by selecting the best analysis. Learn how to differentiate and compare price, cost and total cost of ownership. Complete a case study that walks you through the decision-making process step-by-step. Select to purchase	3921	FREE	FREE	3
Finance and Economics				
Attention Economy (EOD) Human attention is the most rare resource in today's business. Gain insight into key issues such as attention measurement lessons learned from "attention industries" and the role of technology in managing attention. Select to purchase	WSC101	\$79	\$119	1
Business Essentials: Time Value of Money and Risk (SDR) Improve your organization's financial decision-making capabilities with the implementation of techniques that help assess value, cash flow, diversification, risk and return on investment. Select to purchase	ME3974	\$149	\$225	4
Business Essentials: Financial Planning and Control (SDR) Incorporate practical tools for finance and accounting into your normal supply management operation. Investigate cost benefit analysis, ROI, fixed and variable costs, tracking and additional performance measures. Select to purchase	ME3975	\$149	\$225	4

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Business Essentials: How to Read a Financial Statement (SDR) Understand how to manage critical business functions such as financial reporting, balance sheets and cash flows using key accounting business concepts. Select to purchase	ME3976	\$149	\$225	4
Business Essentials: Introduction to Business Statistics (SDR) Review the numerous uses of statistics to improve business decision-making processes and become an effective manager. Study concepts such as probability, financial reporting and ratio analysis, plus methods for presenting data. Select to purchase	ME3977	\$149	\$225	4
Business Essentials: Introduction to Finance (SDR) Examine the role of finance within organizations and how you can use the five principles of financial management to can make a significant impact. Select to purchase	ME3978	\$149	\$225	4
Business Essentials: Understanding and Managing Budgets (SDR) Gain a clear understanding of how to manage budgets for optimum results. Also learn about budgeting techniques such as zero-based budgets, Kaizen budgets, and rolling or continuous budgets. Select to purchase	ME3979	\$149	\$225	4
Financial Fundamentals (SDR) Discover how the basic elements and categories of financial information are used to construct essential financial statements to report the financial health and performance of an organization. Select to purchase	APX802	\$79	\$119	1
Finance and Budgeting for the Supply Manager (BDL) Bundle consisting of the following courses: 1. Business Essentials: How to Read a Financial Statement (ME3976) 2. Business Essentials: Introduction to Finance (ME3978) 3. Business Essentials: Understanding and Managing Budgets (ME3979) 4. Business Essentials: Finance (Time Value of Money and Risk) (ME3974) Select to purchase	ME3997	\$389	\$579	15
General Management/HR/Administration				
Connecting With Customers: Principles of Marketing (SDR) Build a better relationship with customers and clients when you learn how to increase customer value, satisfaction and loyalty. Select to purchase	ME3980	\$129	\$195	4
Understanding HR: Employee Selection (SDR) Identify high-quality applicants for key positions within your organization by focusing on principles of employee selection and human resources management. Select to purchase	ME3992	\$129	\$195	3
Fundamentals of Strategy: Strategy and Competition (SDR) Gain an understanding of the effects of competitive challenges on corporate strategy and how external and internal factors impact an organization's overall strategy. Select to purchase	ME3981	\$129	\$195	3
Fundamentals of Strategy: What Is Strategy? (SDR) Develop a basic understanding of the strategic planning process, its importance, mission statements, budgeting and contingency planning. Select to purchase	ME3982	\$149	\$225	4
The Successful Leader: Leaders and Work-Life Balance (SDR) Discover techniques to reconcile conflicts between work and family, personal fulfillment and the demands of leadership. Select to purchase	ME3983	\$149	\$225	4

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Understanding HR: Equal Employment Opportunity (SDR) Expand your knowledge of key laws regarding the discrimination of age, race, gender, sexual harassment or disability and avoid damaging public relations, or legal or morale problems. Select to purchase	ME3993	\$129	\$195	3
The Successful Leader: Introduction to Leadership (SDR) Become a better leader through an in-depth focus on the skills that translate into leadership, credibility and charisma. Select to purchase	ME3984	\$149	\$225	4
The Successful Leader: Leading and Managing Change (SDR) Learn how leaders respond with innovative and flexible solutions to challenges, threats and opportunities during a time of change. Select to purchase	ME3985	\$149	\$225	4
The Successful Leader: Leading Teams (SDR) Explore the role of leadership in an empowered team where responsibility, accountability, communication and leadership are shared. Select to purchase	ME3986	\$149	\$225	4
The Successful Manager: Managing in the Modern Organization (SDR) Find out how you can incorporate many of the fundamentals of management to increase your effectiveness. Select to purchase	ME3987	\$129	\$195	3
The Successful Manager: Managing People (SDR) Improve your people-management skills by concentrating on the factors that improve employee performance and empower working teams. Select to purchase	ME3988	\$129	\$195	3
The Successful Manager: Time Management (SDR) Learn how to achieve your goals and become more effective by adopting time-management and scheduling techniques. Plus, understand the delegation process, outsourcing key tasks and using technology. Select to purchase	ME3989	\$149	\$225	4
Understanding HR: Compensation (SDR) Investigate numerous key aspects of pay policy, including legal and competitive compensation rates in industries. Also, review pay structures, federal guidelines and equity issues within organizations. Select to purchase	ME3990	\$129	\$195	3
Understanding HR: Introduction to Human Resource Management (SDR) Delve into the key concepts of human resource management, its organizational role, recruiting, training and other vital tasks critical for both business and nonprofit enterprises. Select to purchase	ME3991	\$129	\$195	3
Understanding HR: Performance Management (SDR) Investigate how performance management provides a framework to help your team develop their skills, target ineffective processes and manage their direct reports. Select to purchase	ME3994	\$129	\$195	3
Understanding HR: Talent Management and Career Development (SDR) Examine various types of training programs and tools to keep employers' skills current, focus attention and efforts on your organization's strategic goals, and shape the future of your organization through talent development. Select to purchase	ME3995	\$129	\$195	3
Management, Marketing and Strategy for the Supply Manager (BDL) 1. Connecting With Customers: Principles of Marketing (ME3980) 2. Fundamentals of Strategy: What Is Strategy? (ME3982) 3. The Successful Leader: Leading Teams (ME3986) 4. The Successful Manager: Managing in the Modern Organization (ME3987) Select to purchase	ME3998	\$389	\$579	16

Course Topic/Title and Description	Course #	Member	Nonmember	CEHs
Human Resource Management and the Supply Manager (BDL) 1. Understanding HR: Talent Management and Career Development (ME3995) 2. Understanding HR: Performance Management (ME3994) 3. Understanding HR: Employee Selection (ME3992) 4. Understanding HR: Equal Employment Opportunity (ME3993) Select to purchase	ME3999	\$389	\$579	12
Globalization/International				
Supply Chains in Asia: On the Verge of Spectacular Change (EOD) This recorded presentation provides an overview of the current state of supply chains in Asia. Select to purchase	WSC106	\$79	\$119	1
Government				
Integrating Commercial Practices With Government Business Practices (SDR) Gain an understanding of commercial procurement best practices and learn to compare and contrast commercial practices with government practices. Share a team appreciation for how the integration of commercial procurement best practices into government procurements can improve the productivity of the integrated procurement team. Select to purchase	3900	\$195	\$295	24
Performance-Based Service Acquisition (SDR) This course challenges you to proactively participate in the planning, development and execution of a performance-based service acquisition (PBSA). Select to purchase	3901	\$195	\$295	24
Legal				
How Does the Legal System Impact a Supply Manager? (SDR) This course focuses on the U.S. system of law (civil and criminal law; sources of contract law), the law of agency (duties and obligations of agents, principals and third parties; actual and apparent authority), and key laws that affect supply management. Select to purchase	3943	\$195	\$295	7
Beyond the Basics of Contract Writing (SDR) Increase your skills and knowledge in analyzing and drafting various types of contracts. Participants should be knowledgeable about business contracts, purchasing law and the UCC prior to participating in this program. Select to purchase	3953	\$195	\$295	7
Contract Law — The Primary Focus of Supply Managers (SDR) Learn how to develop a contract from basic elements of an agreement, how to use electronic methods in the contracting process, how to determine when a written document is needed and other contracting considerations. Select to purchase	3944	\$195	\$295	7
Contract Performance — Responsibilities and Rights in Contract Relationships (SDR) Study the responsibilities, obligations and defenses to performance (seller's and buyer's obligations; lost, damaged or destroyed goods; differences between termination and cancellation) and warranties and performance issues. Select to purchase	3945	\$195	\$295	7

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Logistics/Transportation				
Integrating Transportation Strategy With Supply Chain Strategy (EOD) Gain insight into the role and importance of transportation as it relates to the broader areas of logistics and supply chain. You'll also discover the importance of effective transportation management for achieving management goals. Select to purchase	TRN101	\$79	\$119	1.5
Logistics in the Supply Chain (EOD) Examine the role of logistics in the supply chain as a whole. Delve into the major components of logistics, the importance of logistics and the different channels of distribution. Select to purchase	TRN105	\$79	\$119	1.5
Overview of International Logistics: Managing Supply Chains in a Global Environment (EOD) Gain insight into global supply chain management and international logistics. This course includes discussion of global supply chains, importance of the operating environment, and understanding the major forces and trends impacting global supply chains. Select to purchase	TRN408	\$79	\$119	1
Securing International Intermodal Supply Chains (EOD) Explore the threat that confronts the supply chain from a terrorist perspective, the vulnerabilities that exist within the supply chain, why the intermodal transportation system remains so vulnerable, current efforts and the future vision of intermodal security. Select to purchase	TRN209	\$79	\$119	1
Transportation Activity-Based Costing (SDR) Discover principles and practices of activity-based costing (ABC) for transportation. This course is designed to help you understand ABC and build your knowledge base regarding relevant issues. Select to purchase	TRN502	\$99	\$149	2
Transportation Key Performance Indicators (KPIs) (SDR) This course addresses performance measurement in transportation and provides information to help you select and use appropriate key performance indicators (KPIs). Select to purchase	TRN504	\$99	\$149	2.5
Transportation Planning (SDR) Get an in-depth view of the transportation planning component of the supply chain planning process. Learn about demand and capacity planning and metrics to measure the processes. Select to purchase	SCP403	\$99	\$149	2
Transportation Routing and Scheduling (SDR) Gain insight into the proper procedures and guidelines for effectively and efficiently performing transportation routing and scheduling. Select to purchase	TRN410	\$99	\$149	2
Transportation Scorecarding/Carrier Evaluation (SDR) Discover strategic tools that can be used to manage the area of transportation scorecarding and carrier evaluation. Select to purchase	TRN501	\$79	\$119	1.5
Transportation (BDL) 1. Transportation Activity-Based Costing (TRN502) 2. Transportation Key Performance Indicators (KPIs) (TRN504) 3. Transportation Routing and Scheduling (TRN410) 4. Transportation Scorecarding/Carrier Evaluation (TRN501) Select to purchase	TRAN	\$225	\$340	8

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Logistics (BDL) 1. Integrating Transportation Strategy With Supply Chain Strategy (TRN101) 2. Logistics in the Supply Chain (TRN105) 3. Overview of International Logistics: Managing Supply Chains in a Global Environment (TRN408) Select to purchase	LOGI	\$175	\$265	4
Manufacturing				
Capacity Management (SDR) Review capacity planning and how it provides the ability to determine if required resources are available. You'll learn how to execute priority plans and monitor performance of those resources. Select to purchase	APX812	\$99	\$149	2
Developing and Validating the Production Plan (SDR) Explore the development and validation of the production plan and the measurement of the performance of the production planning process. Select to purchase	MFG206	\$79	\$119	1
Lean Manufacturing and Kanban (SDR) Discover effective production planning and control. This course is particularly helpful for high-volume manufacturing organizations or where significant bottlenecks exist. Select to purchase	INV402	\$99	\$149	2
Manufacturing Resource Planning (MRP II) (SDR) Gain an understanding of manufacturing resource planning (MRP II) to effectively plan and control all the resources in a manufacturing organization. Select to purchase	APX803	\$99	\$149	2
Manufacturing Sales and Operations Planning (BDL) 1. Sales and Operations Planning Concepts (MFG107) 2. Sales and Operations Planning Management Considerations (APX825) 3. Sales and Operations Planning Process (MFG108) Select to purchase	MSOP	\$175	\$265	2.25
Negotiations				
The Negotiation Process (SDR) Negotiation: An event or a process? Negotiation is a process that consists of many stages, and each is critically important. This course touches on each stage and focuses on the key elements of every negotiation, the preparation required, relationship management and the completion phase. Select to purchase	3955	\$195	\$295	7
Progressive Concepts in Negotiation (SDR) Take your knowledge to the next level and learn dynamic negotiation strategies and how to successfully execute them. Subjects include negotiation styles and why they are important, how to use a BATNA to your advantage, how to handle difficult situations and people, and how to manage strategic relationships and cultural issues. Select to purchase	3956	\$195	\$295	7
Personal/Career Development				
Communicating With Confidence: Make Your Business Writing More Effective (SDR) Make an impact and become more effective with your business writing capabilities by adopting tools and techniques that improve your delivery, organization, word usage and clarity. Select to purchase	ME3970	\$169	\$239	5

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Communicating With Confidence: Make Your Presentations More Effective (SDR) Learn how to structure, create and deliver PowerPoint presentations that are clear, persuasive and effective for business applications. This course also teaches you how to employ the four steps of purposeful communication. Select to purchase	ME3971	\$169	\$239	5
Introduction to Critical Thinking (SDR) Understand the processes involved in reaching well-founded conclusions to challenges in business through the development of critical thinking. Select to purchase	ME3972	\$149	\$225	4
Creativity and Innovation: Personal Creativity (SDR) Bring your creativity to the surface, foster new ideas and create new business opportunities by learning innovative thinking strategies to improve your team's brainstorming effectiveness. Select to purchase	ME3973	\$129	\$195	3
Physical Resource Management				
Advanced MRO Management (EOD) Gain insight into advanced MRO management and explore strategies and approaches for managing MRO and suppliers. You'll also discover ways to measure effectiveness and make improvements. Select to purchase	PEX1014	\$79	\$119	1.5
Basic Inventory Concepts (SDR) Gain a broad overview of the major concepts of inventory management. Examine the role of inventory in fulfillment, the drivers of inventory cost and the role of forecasting in inventory management. Select to purchase	INV101	\$99	\$149	2
Best Practices of Indirect Materials and Services (MRO) (SDR) This course establishes a baseline for traditional MRO management while exploring the dramatic impact of technology, from the Internet to outsourcing. Examine new trends resulting from the changing roles of distributors and original equipment manufacturers, and the emerging strategies of third-party providers. Finish the course with insight into the methods used by innovative enterprises to realize savings. Select to purchase	3962	\$195	\$295	10
Demand Management (SDR) The demand management process drives the operations planning process. Learn how to recognize demand from all sources and efficiently aggregate and communicate to the appropriate planning and control processes for more effective results. Select to purchase	APX810	\$99	\$149	2
Forecasting Demand (SDR) Examine the need for, and uses of, projections of future aggregate and item demand in a variety of business environments. Various forecasting techniques, selection methods and forecast performance measures are presented. Select to purchase	APX821	\$79	\$119	1
Inventory Management Metrics and Classification (EOD) This course introduces you to the importance of effective metrics, the types and applications of supply chain metrics, and the link between metrics and inventory classification. Select to purchase	INV105	\$79	\$119	1.5
Inventory Management Practices (SDR) Gain insight into inventory concepts and explore inventory planning and control methods. Select to purchase	APX816	\$79	\$119	1

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Measuring Forecast Error and Variability (SDR) Examine the concept of variability and gain insight into graphical and statistical approaches for measurement. The course also covers the topics of variability and error in forecasting. Select to purchase	INV201	\$129	\$195	3.5
MRO Efficiencies (EOD) Discover how you can achieve significant cost reductions by changing how your organization purchases MRO products. Select to purchase	PEX1001	\$79	\$119	1
MRP and Dependent Demand (SDR) Discover how you can effectively determine and meet requirements for all assembly parts and components that are required for the final product. Learn to coordinate materials at the various stages of the production process. Select to purchase	INV401	\$99	\$149	2
Physical Inventory Control (SDR) Discover why inventory control is a valuable asset and why it is critical to ensuring high customer satisfaction and supply chain productivity. Select to purchase	INV103	\$99	\$149	2
Reverse Logistics and Returns Management (SDR) This course provides concepts for return management and insight into the processes and key elements of reverse logistics and returns management. Learn critical and significant information for reverse logistics to achieve successful supply chain performance. Select to purchase	WHS111	\$99	\$149	2
Sales and Operations Planning Concepts (EOD) Explore the concepts that impact the sales and operations planning process and the ways it can be adapted to fit various environments. Select to purchase	MFG107	\$79	\$119	0.5
Sales and Operations Planning Management Considerations (SDR) Delve into the management considerations for establishing and operating the sales and operations planning process. Select to purchase	APX825	\$79	\$119	0.75
Sales and Operations Planning Process (SDR) Discover the five primary steps in the sales and operations planning process. Gain insight into the roles and responsibilities of individuals involved in each step. Select to purchase	MFG108	\$79	\$119	1
Symptoms of Poor Inventory Management (SDR) Learn to recognize signs or symptoms of poor inventory management. The course provides information to understand and begin this discovery process. Select to purchase	INV102	\$129	\$195	3
Warehouse Operations (EOD) Examine more than 10 different kinds of warehouses and the unique operations approaches required for each. Select to purchase	WHS201	\$79	\$119	1.5
Warehousing Metrics (SDR) Identify several approaches for measuring warehouse performance. This course also provides insight into the dangers of measuring too much or failing to recognize which numbers are truly significant. Select to purchase	WHS206	\$79	\$119	1.5
Inventory Control and Management (BDL) 1. Basic Inventory Concepts (INV101) 2. Physical Inventory Control (INV103) 3. Symptoms of Poor Inventory Management (INV102) Select to purchase	ICAM	\$175	\$265	7

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Forecasting: Concepts and Techniques (BDL) 1. Forecasting Demand (APX821) 2. Demand Management (APX810) 3. Measuring Forecast Error and Variability (INV201) Select to purchase	FCAT	\$175	\$265	6.5
Product Development				
Elements of Product Design (SDR) Discover how to develop product design by identifying required resources. Find out why the data created in the design process is required to support operations planning and control. Select to purchase	APX811	\$99	\$149	2
Qualification/Certification				
C.P.M. Module 1 Online Exam Review and Preparation (SDR) Review 20 tasks pertaining to Module 1 including sections on identifying requirements, preparation of solicitations, supplier analysis, and contract execution, implementation and administration. Select to purchase	3936	\$195	\$295	10
C.P.M. Module 2 Online Exam Review and Preparation (SDR) Review 17 tasks pertaining to Module 2, including sections on negotiations, information technology, quality issues, and internal and external relationships. Select to purchase	3937	\$195	\$295	10
C.P.M. Module 3 Online Exam Review and Preparation (SDR) Review 16 tasks pertaining to Module 3 including sections on sourcing analysis, supply and inventory management, value-enhancing methods, and forecasting and strategies. Select to purchase	3938	\$195	\$295	10
C.P.M. Module 4 Online Exam Review and Preparation (SDR) Review 14 tasks pertaining to Module 4 including sections on management and organization, and human resources management. Select to purchase	3939	\$195	\$295	10
Quality				
Optimum Quality: Quality Improvement Methods (SDR) Gain insight into quality principles and concepts, and explore the quality improvement process, methods and tools. Select to purchase	PEX304	\$99	\$149	2
Optimum Quality: Specifications and Supplier Certification (EOD) Develop a framework for defining your organizational requirements that you can use for more effective communication with your suppliers. Select to purchase	PEX302	\$79	\$119	1
Optimum Quality: Supplier Site Visits (SDR) Learn more about the purpose and application of supplier site visits and how they can be more effective. Select to purchase	PEX308	\$99	\$149	2
Services Purchasing				
Buying Nontraditional Services (SDR) Find out what steps an organization must take to gain control over its nontraditional services spend. Supply management typically manages, controls or otherwise influences less than 50 percent of most nontraditional services purchases. Nontraditional service buying provides fertile ground for enterprise profitability through cost control. Select to purchase	PEX1006	\$79	\$119	1.5

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Buying Services (Statement of Work) (SDR) Explore the proper use and development of statements of work (SOWs) in buying services. Services are typically specified SOWs, which outline specific services a contractor is expected to perform and the time schedule required. Unless the buying organization conveys the full scope of work, there is no guarantee that it will be done. Select to purchase	PEX1003	\$99	\$149	2
Performance-Based Service Procurement (SDR) Addresses the planning, development and implementation of performance-based services procurement (PBSP), with focus on nonmanufacturing- and manufacturing-related service procurement. Select to purchase	3946	\$195	\$295	14
Social Responsibility				
Ethics: A Behavioral Awareness Tool (SDR) Test your response to certain situations and ethical dilemmas in this free course. Gain tools that will increase your awareness of how ethics is involved in decision-making throughout your organization. This self-paced course was developed in concert with ISM's Ethical Standards Committee and acquaints you with ISM's <i>Principles and Standards of Ethical Supply Management Conduct With Accompanying Guidelines</i> . Select to purchase	3954	FREE	FREE	1
Sourcing Strategies				
Effective Supply: Evaluating Potential Suppliers (SDR) Gain insight into the criteria on which potential suppliers are evaluated, the depth of the supplier analysis and the extent of matching the evaluations to specific purchases. Learn how to evaluate suppliers using multiple criteria and how to gather data for both existing and new suppliers. Select to purchase	PEX205	\$99	\$149	2
Effective Supply: Identifying Requirements (SDR) Discover value-adding opportunities when identifying requirements, appropriate uses for each type of specification and how purchasing should be involved in identifying requirements. Select to purchase	PEX203	\$79	\$119	1
Effective Supply: Sourcing (SDR) Explore the key parameters for identifying potential sources of supply and the information sources for identifying specific potential suppliers. Select to purchase	PEX204	\$79	\$119	1
Effective Supply: Supplier Selection (SDR) Gain insight into matching the decision criteria for a specific purchase, various methods and approaches for selecting suppliers, and using cross-functional sourcing teams to make effective sourcing decisions. Select to purchase	PEX206	\$79	\$119	1
Efficient Supply Systems: Development of Effective RFXs (SDR) Discover new ways to gather information from your suppliers that will allow you to make educated decisions on whom to purchase from, which products or services to buy, and under what terms. Select to purchase	PEX503	\$79	\$119	1.5
Efficient Supply Systems: E-Procurement Opportunities (EOD) Review methods for analyzing and defining an organization's current procurement acquisition model. Find out when you should consider an e-procurement solution to improve performance and how to define an e-procurement solution based on strategic value of the purchased item along with the strategic value of your suppliers. Select to purchase	PEX502	\$79	\$119	1

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The Outsource Decision (SDR) Learn more about the process and management of outsourcing and explore the need for supply management to maintain an ongoing oversight of the arrangement. Select to purchase	PEX1004	\$99	\$149	2
Supplier Relationships				
Achieving Value-Add Through Supply Alliances (SDR) Gain an understanding of the dynamics of building strategic relationships with various external and internal structures, as well as how to develop and maintain effective relationships to overcome cultural and organizational barriers. Select to purchase	3950	\$195	\$295	10
Effective Supply: Supplier Performance Measurement and Supplier Value-Add (EOD) Learn to develop a framework for measuring and improving the performance of your suppliers for the most effective availability and delivery of goods and services. Select to purchase	PEX202	\$79	\$119	1.5
Efficient Supply Systems: Supplier Measurement Systems (SDR) Identify the basic methods for measuring supplier performance. Explore the strengths and weaknesses of various methods and leave with sample templates that you can use immediately. Select to purchase	PEX508	\$99	\$149	2
Managing and Improving Supplier Performance (SDR) Learn the methods necessary to harness the collective power of the supply base and use it as a competitive advantage. This course provides a strategic and tactical framework for managing commercial relationships with members of the supply base. Select to purchase	3963	\$195	\$295	10
Supply Chain Management: Concepts and Processes				
Basic Retail Replenishment and Forecasting Statistics and Probability (SDR) Gain an understanding of basic statistics and probability concepts. Select to purchase	INV106	\$99	\$149	2
Customer Relationships (EOD) Interaction and communication with customers are essential. Learn how organizations can take either a tactical or strategic approach when interacting with customers. Select to purchase	APX809	\$79	\$119	1
Fulfillment Fundamentals: Introduction (SDR) This overview of the fulfillment area provides an orientation to the world of fulfillment, the purpose and role of fulfillment, and its relationship to supply chain and business functions. Select to purchase	CAP101	\$79	\$119	1
Fundamentals of Purchasing (SDR) Build a foundation to help your organization achieve success through more effective and efficient supply management practices. This course is designed for new supply management professionals or as a refresher course. Learn how you can improve your organization's bottom line by creating positive cash flow from supply operations. Explore ideas for creating value and optimizing sourcing strategies, including supplier selection, cost analysis, total cost management, negotiations, contract creation and management, legal considerations, ethics and electronic commerce. Select to purchase	3952	\$195	\$295	7
Introduction to Supply Chain (SDR) Increase your awareness and basic knowledge of supply chain management concepts and solutions. Select to purchase	CAP201	\$149	\$225	4

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Masters of Supply Chain: Direction in Supply Chain Management (EOD) Explore the differences in supply chain performance between companies that are considered “masters of supply chain” and the companies that are considered average supply chain performers. Select to purchase	WSC103	\$79	\$119	1
Physical Distribution Systems (EOD) Discover the essential concepts and components of a physical distribution system as an element of the total supply chain. Explore the interfaces between the physical distribution organization and other business functions. Select to purchase	APX818	\$79	\$119	1
Procurement Concepts (SDR) This course provides an introduction to the field of procurement and sourcing, an overview of the procurement and sourcing functions, and the role they play within an organization. Select to purchase	PEX101	\$99	\$149	2.5
Standardization Methods (SDR) This course defines the concept of standardization, describes how a standardization strategy may be effectively integrated and discusses key issues surrounding measuring value and reporting the contribution. Select to purchase	PEX1005	\$79	\$119	1
Supply Chain Leadership and Its Impact on Business Performance (EOD) This recorded presentation highlights the key research findings from an extensive project that focused on how companies can derive a competitive advantage from their supply chains. Select to purchase	VCR205	\$79	\$119	1
Supply Chain Performance Measurements (EOD) This recorded presentation focuses on performance measurements across the supply chain. Select to purchase	ISC307	\$79	\$119	1
Supply Chain Management (SDR) This introductory course defines supply chains and explores how to manage them effectively to improve efficiency. Delve into the characteristics and applications, methods, processes and systems used in the operation of supply chains. Take away tools and tips to help you become an asset to your organization. Select to purchase	3951	\$195	\$295	7
Supply Management: The Foundation (BDL) 1. Effective Supply: Supplier Selection (PEX206) 2. Efficient Supply Systems: Development of Effective RFXs (PEX503) 3. Optimum Quality: Specifications and Supplier Certification (PEX302) 4. Standardization Methods (PEX1005) Select to purchase	SMTF	\$225	\$340	4.5
Supply Chain Management: Planning				
Supply Chain Planning: Demand Planning (SDR) This introductory course provides an overview of the demand planning process, inputs, outputs and terminology. Discover how demand planning relates the role of the demand planning process to other planning processes: for example, inventory planning, master planning, detail production scheduling, material planning, distribution planning, fulfillment planning and related components of a supply chain. Select to purchase	SCP301	\$129	\$195	3
Supply Chain Planning: Finding the Right Model (SDR) Gain insight into business models, manufacturing classes and operating models, including manufacturing, procurement and fulfillment within the supply chain planning model. Select to purchase	SCP201	\$99	\$149	2.5

Course Topic/Title and Description	Course #	Member	Nonmember	CEHs
Supply Chain Planning: Integration (SDR) This course introduces the interrelationships between supply chain planning processes and related business functions. Discover why the flow between processes must be integrated to allow for visibility, modeling, exception management and collaboration. Select to purchase	SCP601	\$99	\$149	2
Supply Chain Planning: Introduction (SDR) Gain insight to supply chain planning and how it enables companies to plan and integrate the supply chain functions across all entities at the execution, operational and strategic levels. Select to purchase	SCP101	\$79	\$119	1.5
Supply Chain Planning: Leading Practices (SDR) Gain an understanding of the leading practices within supply chain planning. Learn how businesses are responding to new challenges using supply chain planning concepts. You'll also identify and discuss the benefits of these leading practices. Select to purchase	SCP701	\$99	\$149	2
Supply Chain Planning: Production Planning (SDR) This course introduces the production (factory) planning process, inputs and outputs, and the terminology used in master planning. Select to purchase	SCP501	\$99	\$149	2.5
Supply Chain Planning: Supply Planning (SDR) Take this course to discover why supply planning is such an important part of supply chain planning. Learn about key issues in supply planning and the functional components of the process. Select to purchase	SCP401	\$129	\$195	3
Technology				
E-Commerce Tools, Applications and Models (SDR) This course introduces you to e-commerce, including tools, applications, standards and models. Beginning with a look at the evolution of e-commerce, you will review the benefits and impacts of an e-procurement solution. Analyze the key characteristics of various e-procurement applications and review both standards and legal developments affecting e-commerce. Throughout the course, you will find links to useful Internet and e-commerce tools that are available for supply management professionals. Select to purchase	3960	\$195	\$295	10
E-Commerce Implementation Strategies (SDR) Understanding the opportunities electronic commerce brings to your supply management function is critical in developing a customized e-business strategy when ERP and electronic commerce are introduced into your organization. This course focuses how to select, implement and improve an e-commerce program. Topics include ongoing implementation strategy and how to expand programs in order to fully leverage your investment by evaluating key components to better streamline processes and increase hands-free purchasing. Select to purchase	3961	\$195	\$295	10
Talking IT With Confidence: An Introduction to Management Information Systems (SDR) Information technology has become critical for virtually every industry and organization. Learn the basics of business and management information systems and how this technology applies to your organization. Select to purchase	ME3996	\$149	\$225	4