



# Smart Business

Add value and innovation to your supply chain with the  
Certified Professional in Supplier Diversity®.



## Smart Business

How do you get your organization to be more flexible, responsive, innovative and customer-focused? With a supplier diversity program. Minority suppliers tend to be smaller, which lets them be more streamlined and nimble, and bring a fresh perspective into your supply chain. A diverse supplier base increases competition, results in better pricing, increased operational expertise and better business decisions.

Do you and your organization have the tools to lead a solid supplier diversity program?

The Certified Professional in Supplier Diversity® (CPSD™), from the Institute for Supply Management™, is the only professional designation for supply management professionals whose responsibilities include supplier diversity. The CPSD™ is supported by various diversity organizations. This designation also delivers added value to business leaders and other team leaders who participate in the development of diverse supplier initiatives within the organization. It gives you the tools to manage a comprehensive supplier diversity program.

## Speak the Language of Supply Management

You need to speak, and understand, the language of purchasing and supply chain to provide a solid business case for diverse suppliers. The CPSD™ demonstrates you have an understanding of procurement and the entire supply chain, not just supplier diversity. It proves you can lead a comprehensive supplier diversity program. This professional designation demonstrates to your employer, your colleagues, your suppliers and even your customers that you are serious about helping diverse suppliers and your organization succeed.

# Smart Business

stay competitive  
*move forward*



## Eligibility

- Successfully pass the CPSD™ Exam.
- Successfully pass Exam 1 — Foundation of Supply Management of the Certified Professional in Supply Management® (CPSM®) . This requirement is waived if the candidate holds a current CPSM® or C.P.M.
- Minimum of five years of professional (nonclerical, nonsupport) supplier diversity or supply management experience (does not need to be primary function), OR three years of professional (nonclerical, nonsupport) supplier diversity or supply management experience IF the candidate has a bachelor's degree from a regionally accredited college or university (or international equivalent).

Recertify every three years with 60 Continuing Education Hours (CEHs). ISM offers many options, including online courses, to earn CEHs. Most employer training, job-related conferences and college courses are also eligible for CEHs.

***“The knowledge learned in my pursuit of the CPSD™ showed me that common best-practice principles apply in sourcing and supplier diversity. CPSD™ shows others you have an understanding of procurement and the entire supply chain, not just supplier diversity.”***

— Berlon Hamilton  
Supplier Diversity Leader  
Hospira, Inc.

## Exam Content

Exams cover the major areas of supplier diversity and supply management. Please see the CPSD™ and CPSM® Exam Specifications at [www.ism.ws](http://www.ism.ws) for more detailed information.

### **CPSD™ Exam — Certified Professional in Supplier Diversity®**

120 questions, 2 hours

[Policies and Planning](#) | [Sourcing/Supplier Development](#) | [Finance/Budgeting](#) | [Metrics/Oversight](#) | [Training and Development](#) | [Advocacy/Marketing/Outreach](#)

### **CPSM® Exam 1 — Foundation of Supply Management**

165 questions, 2 hours and 45 minutes

[Contracting and Negotiation](#) | [Social Responsibility](#) | [Cost and Finance](#) | [Sourcing](#) | [International Supplier Relationship Management](#)

## Exam Fees

US\$329\* per exam/ISM members US\$199 per exam

*ISM offers worldwide testing in more than 200 countries through Pearson VUE Testing Centers.*

*\*Nonmember price includes one year of ISM Direct membership.*

*“My CPSD™ and CPSM® certifications had an **immediate impact** by providing me with a significant and **unchallengeable advantage**. I was recently appointed by **Virginia’s Governor** to serve as the state’s first director of supplier diversity. During the comprehensive vetting process, the administration saw they needed someone with credibility in both the **procurement** and **supplier diversity** communities.”*

— Mark S. Cartwright, CPSM, CPSD  
Director of Supplier Diversity  
Office of Governor Robert McDonnell

## How to Prepare for the CPSD™ Exams

Set your goals and create a time line to study and take your CPSD™ Exam and either CPSM® Exam 1 (Current CPSM®s or C.P.M.s only take CPSD™ Exam). We recommend you start with CPSM® Exam 1 as it helps you be more prepared for the CPSD™ Exam. Then, register and schedule your exam.

Take the CPSM® *Diagnostic Kit* Exam 1 practice test to find your weak areas. Use your score report from the *Diagnostic Kit* to develop a study plan to target areas you need to strengthen — areas in which you scored less than 75 percent. The diagnostic score report references where to find the explanations in the CPSM® *Study Guide*, the ISM *Professional Series* and a few other resources. If you find you need more help, take a CPSM® Exam 1 Review Course available in online and self-study workbook formats.

As needed, adjust your goals and time line for the CPSD™ Exam. Then, register and schedule your exam. Take the CPSD™ Online Exam Review Course or complete the CPSD™ Exam Review *Self-Study Workbook* (same content). ISM and some of its affiliates periodically offer a face-to-face CPSD™ Exam Review Course (content similar to online and workbook). Check the ISM website or your ISM affiliate for schedules.

Use the CPSD™ course content outline from the online course or self-study workbook as a guide. Check off each concept as you review and understand it. Make sure to complete all the exercises, knowledge checks and post-test within the course to prepare you for the style of questioning on the exam.

## CPSD™ Study Materials

ISM offers a variety of study materials to assist you in preparing for your exams — some available in print or online. See the How to Prepare section of this brochure to assist in your selection.

### Recommended for all test candidates



#### CPSD™ Exam Review Course

In online or self-study workbook (same content), these review courses are designed to help those with supplier diversity responsibilities prepare for the CPSD™ Exam. Use resource articles, case studies and supplemental content developed by subject-matter experts to study. Take the post-test, with justifications, to see if you are ready for the exam. (10 CEHs)

#### CPSD™ Online Exam Review Course

Item #3975 | US\$89/ISM Members US\$49

#### CPSD™ Exam Review Self-Study Workbook

Item #6010 | US\$199/ISM Members US\$159

***“I strongly believe that, because CPSD™ requires you to have a strong understanding of the entire supply chain and not just supplier diversity, it really enhances our profession. We are better able to interact with procurement and supply chain on why it makes sense to utilize these diverse suppliers and how it can impact our bottom line.”***

— Alex F. Alvarez, CPSM, CPSD, C.P.M., A.P.P.  
Supply Chain and Diversity Manager



## Recommended for Candidates Without a Current CPSM® or C.P.M.:



### CPSM® Exam 1 Study Guide — A Study Tool for the CPD™ Designation

An expanded outline of CPSM® Exam 1 content provides information on test specifications, examples of the testing format and question styles. *Note: Not for use by those pursuing the CPSM® designations.*

Item #SDX1

US\$49/**ISM Members US\$29**



### CPSM® Exam 1 Diagnostic Kit

Sample test for CPSM® Exam 1 with score report, correct answers, justifications and references.

Web version Item #CPSMDK\_E1

US\$89/**ISM Members US\$59**

Print version Item #DK1

US\$49/**ISM Members US\$29**

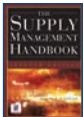


### ISM Glossary of Key Supply Management Terms (5th Edition)

With more than 2,400 terms, the fifth edition includes information from all disciplines of supply management.

Item #GL5

US\$89/**ISM Members US\$59**



### The Supply Management Handbook (7th edition)

This book is helpful for additional review of supply management concepts.

Item #4

US\$129/**ISM Members US\$124**



### ISM Professional Series — Volume 1, Foundation of Supply Management

In-depth explanations on the topics tested in CPSM® Exam 1.

Item #PS1

US\$139/**ISM Members US\$99**



### CPSM® Exam 1 Review Courses

In online and self-study workbook (same content), these review courses with resource articles, case studies and supplemental content developed by subject-matter experts help you prepare for the topics covered in CPSM® Exam 1. Includes a post-test with answers and justifications. (10 CEHs)

### CPSM® Exam 1 Self- Study Workbook

Item #6002

US\$219/**ISM Members US\$169**

### CPSM® Exam 1 Online Review Course

Item # #3969

US\$299/**ISM Members US\$199**

*Join the CPD™ LinkedIn group to ask questions and network with other CPD™'s and potential CPD™'s.*

## CPSD™ Cost, With Our Best-Selling Study Materials.

	ISM Members	Nonmembers
CPSD™ Online Review Course	US\$49	US\$89
CPSD™ Exam	US\$199	US\$299
CPSD™ Application Fee	US\$99	US\$159
<b>Total with a current CPSM® or C.P.M.</b>	<b>US\$347</b>	US\$547
CPSM® Exam 1 <i>Study Guide</i> (Book 1 of CPSM® <i>Study Guide</i> can be used)	US\$29	US\$49
ISM <i>Professional Series</i> – volume 1	US\$99	US\$139
CPSM® Exam 1 <i>Diagnostic Kit</i> , web version	US\$59	US\$89
CPSM® Exam 1	US\$199	US\$299
<b>Total without a current CPSM® or C.P.M.</b>	<b>US\$733</b>	US\$1,123

ISM membership is not required to become a CPSD™. However, members do enjoy significant savings — up to US\$390. For details on ISM membership, visit [www.ism.ws](http://www.ism.ws).

## Getting Started

Order your study materials and register for your exams at [www.ism.ws](http://www.ism.ws). Once you pass the required exams, send in your application to ISM documenting your required work experience and exam scores. Exam scores are valid for four years. Most candidates take between two to six months to become a CPSD™.

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

Email [isminfo@ism.ws](mailto:isminfo@ism.ws) with your mailing address and we'll send you How to Study in 10 Steps and Exam information brochures.



**Institute for Supply Management™ (ISM)** is the first supply management institute in the world. Founded in 1915, ISM's mission is to enhance the value and performance of procurement and supply chain management practitioners and their organizations worldwide. By executing and extending its mission through education, research, standards of excellence and information dissemination — including the renowned monthly *ISM Report On Business®* — ISM maintains a strong global influence among individuals and organizations. ISM is a not-for-profit educational association that serves professionals with an interest in supply management who live and work in more than 80 countries. ISM offers the Certified Professional in Supply Management® (CPSM®) and Certified Professional in Supplier Diversity® (CPSD™) qualifications.



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

