

W E S M S



February 5-6, 2009  
Marriott San Antonio Rivercenter  
101 Bowie Street  
San Antonio, Texas

# ISM's Inaugural Women Executive Supply Management Summit (WESMS)



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

Learn from others who are  
passionate about supply  
management.

Start building your supply  
management community.

Take time out of your  
busy schedule to strengthen  
your supply chain and  
your career!

Sponsored by





## ISM's Inaugural Women Executive Supply Management Summit (WESMS)

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. These sessions are developed just for this program, so you can glean skills and gather tools to boost your career and your organization. Look for sessions on improving your influence and persuasion skills and how to land those great global assignments. Be sure to attend the panel discussion and gain some top-level perspectives.

**Who Should Attend This Program** — This program is presented for executives, their direct reports and those interested in building their career in supply management. Supply Management professionals from all industries and organizations will 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.*

## Wednesday, February 4, 2009

5:00 – 7:00 p.m. | **Registration**

7:00 – 8:00 p.m. | **Meet-and-Greet**

Please join us at the Marriott Rivercenter for an informal, no-host meet-and-greet (exact location TBA). Get a jump on some valuable networking time.

## Thursday, February 5, 2009

6:30 a.m. – 4:30 p.m. | **Registration**

7:00 – 8:00 a.m. | **Continental Breakfast and Supplier Showcase Open**

8:00 a.m. | **Welcome**

Nora P. Neibergall, C.P.M. | Senior Vice President | ISM

8:15 – 9:15 a.m. | **General Session TA**

### Strategies to Enhance Influence and Persuasion Skills

No matter what your role is in the organization, influence and persuasion skills are keys to success. Whether you are working to direct a global procurement and supply chain organization or trying to increase compliance against a temporary labor contract, influence and persuasion skills are critical to achieve results. This session includes how to drive internal support and alignment for large-scale transformation initiatives. We'll explore whether women have unique attributes or advantages in this area vis-à-vis their male colleagues. In addition, we'll discuss what we might learn from the sales people we interact with on a daily basis.

Carrie Ericson | Vice President | A.T. Kearney Procurement & Analytics Solutions

9:45 – 10:45 a.m. | **General Session TB**

### Women in International Supply Management Roles

Explore current trends in global supply management. Learn how to obtain those career-enhancing international assignments and what opportunities they afford. This session also includes strategies, tips and techniques to successfully work with various cultures.

Sam Covell | Vice President of Excellence for Global Sourcing | BT

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

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

### **Executive Perspectives**

Get the inside story from supply executives as they share challenges and successes from their careers. You won't want to miss this session, where highly successful women in supply management reveal their secrets to success: essential skills and unique experiences and how they overcame challenges. Use their experiences to evaluate your career and change course, go forward and offer support to those you are coaching.

#### **Moderator**

Carolyn Buck-Luce | Global Pharmaceutical Sector Leader | Ernst & Young

Maureen Merkle | Former President of Procurement | AT&T Services, Inc.

Judy Baranowski | Director | AlixPartners LLP

Jean Baderschneider | Vice President, Procurement | ExxonMobil Global Services Company

12:30 – 1:45 p.m. | **Networking Lunch and Supplier Showcase**

1:45 – 3:00 p.m. | **Concurrent Session TD**

### **Making Our Best Women Better**

Learn how to identify leadership competencies in women, how they compare to their male counterparts and how to develop yourself and your career. Continuous improvement and career development are keys to success both in supply management and in your own career. This session explores key strategies in strengthening your human capital.

Leigh Priebe Kearney, Ph.D. | President, Leadership and Team Development | BeamPines, Inc

#### **Concurrent Session TE**

### **How to Present With Credibility and Authority**

You've got a major presentation to make for your first-tier stakeholders. Or maybe it's a project report at a meeting with your boss. Before you start articulating your message or click on your PowerPoint slides, you need to establish your power and credibility so people will listen.

This session focuses on strategies to create credibility and authority whether you're speaking to two or 200 people. Discover how to structure your content for maximum impact and how to motivate the audience to listen and remain engaged. Learn to use physical behaviors to look powerful and belie any nervousness you may be feeling! And explore how to manage audiences (hostile, challenging or otherwise) so you appear confident and in control. Discover how women unwittingly sabotage themselves and undermine or diminish their authority, and then identify effective alternatives.

Mary L. Shapiro | Professor | Simmons School of Management

3:00 – 3:30 p.m. | **Networking Break and Supplier Showcase**

3:30 – 5:00 p.m. | **Concurrent Session TF**

### **Beyond Benchmarks: Building Supply Capabilities for Business Strengths**

Innovating for success is not enough for CEOs. A majority of CEOs surveyed by IBM said they need more — an organization poised to leverage or transform any opportunities that may arise. This presentation addresses six megatrends that go beyond the headlights of purchasing and supply management's future benchmarks and past emerging market conditions. We'll explore the CEO, board and senior management pressures and where purchasing and supply management fits to support the business. By applying effective supply management tools and capabilities, the supply organization helps the enterprise compete and perform — adding to both the top and bottom lines!

Joseph L. Cavinato, Ph.D. | Director, The A.T. Kearney Center for Strategic Supply Leadership (CSSL) at ISM and ISM Professor of Supply Chain Management at Thunderbird School of Global Management

**Concurrent Session TG**

### **Working Together in Supply Chain**

This session explores the variety of ways that men and women approach their leadership roles in supply chain management. This dynamic session communicates tools and techniques in the form of dramatizations and skits. This is a light-hearted look at how both men and women can expand their efficient and effective leadership roles while maintaining power and authority.

Dr. Helen Eckmann | Owner, James L. Consulting | University of San Diego Adjunct Professor

Ken Weber, MBA, MS-SCM, C.P.M., CPIM | Director of Operations | Pivot3

5:00 – 6:30 p.m. | **Networking Reception, Supplier Showcase and Dinner**

## **Friday, February 6, 2009**

7:00 – 8:00 a.m. | **Continental and Networking Breakfast**

8:00 – 9:15 a.m. | **General Session FA**

### **Business Transformations**

Using her unique global perspectives, our speaker shares her experiences as a career woman who found her passion in supply chain management. Duan has lived and worked throughout Asia and the United States, and blends her unique personal story with the challenges and successes in her role of supply chain leader in the transformation process. Don't miss this story of supply management global leadership development.

Mei-Chan Duan | Director, Client Services Procurement Americas, ISC | IBM

9:15 – 9:30 a.m. | **Networking Break**

9:30 – 10:45 a.m. | **General Session FB**

### **Creating a Successful Women's Career Support System**

Learn how to develop, implement and manage a women support program for organizations, including goals, objectives and how to obtain management support. Explore the benefits and opportunities for women professionals, including mentoring and relationship building.

Robin Tomlin | Partner, Public Sector, Defense Acquisition and Logistics  
Account Leader | IBM Global Business Services

10:45 – 11:00 a.m. | **Closing Remarks**

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**Fees** | **\$795 members**/\$995 nonmembers. Fees include all workshops and scheduled meals.

**Hotel Accommodations** | Marriott San Antonio Rivercenter, 101 Bowie Street, San Antonio, TX 78205. Phone 210/223-1000. The ISM room rate is \$199 plus tax per night. When reserving your room, please mention group code **ismisma**. The ISM rate is offered until January 13, 2009; rooms sell out quickly, so please be sure to reserve your room early. To book online: <http://www.marriott.com/hotels/travel/satrc?groupCode=ismisma&app=resvlink&fromDate=2/4/09&toDate=2/6/09>

**Membership Discount** | Members of ISM receive a \$200 discount on this program registration fee. Become a member online at [www.ism.ws](http://www.ism.ws).

**Team Discount** | \$25 discount (per person) for organizations registering three or more people for this program. Team Discount only available via fax, phone or USPS.

**ISM Cancellation and Refund Policy** | If you register for this program and you are unable to attend, please notify ISM Customer Service. Notification of your cancellation must be in writing. No refunds are given once the program has begun. Registrants who fail to attend 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.

# Registration Form

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Management Summit (WESMS)

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**Member Fee**

**\$795**

**Nonmember Fee**

**\$995**

## 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 480/752-2299.

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

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

☐ ISM Member ☐ Nonmember ISM ID # (if known) \_\_\_\_\_

☐ Dr. ☐ Mr. ☐ Mrs. ☐ Ms. ☐ Miss

First Name \_\_\_\_\_ MI \_\_\_\_\_ Last Name \_\_\_\_\_

Title \_\_\_\_\_ Organization Name \_\_\_\_\_

Nickname for Badge \_\_\_\_\_

Mailing Address | ☐ Home ☐ Business

City \_\_\_\_\_ State/Province \_\_\_\_\_

Postal/ZIP Code \_\_\_\_\_ Country \_\_\_\_\_

E-Mail Address \_\_\_\_\_

( ) \_\_\_\_\_ ( ) \_\_\_\_\_

Daytime Phone Number\*\*

Fax Number\*\*

\*\*For phone numbers outside the United States or Canada, please include country and city codes.

## Method of Payment (U.S. Funds Only)

☐ Personal ☐ Organization check is enclosed for \$ \_\_\_\_\_

Organization Name \_\_\_\_\_

☐ VISA ☐ MasterCard ☐ American Express ☐ Diners Club

Charge Card # \_\_\_\_\_ Expiration Date \_\_\_\_\_

Amount to Be Charged \$ \_\_\_\_\_ Cardholder Signature \_\_\_\_\_

☐ Please check here if you have any special needs that we can address to make your participation more enjoyable and informative (this includes any dietary or physical requirements).

Please provide details: \_\_\_\_\_

☐ Please check here if you do not wish to share contact information with other attendees or sponsors.

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

Learn from others who are passionate about supply management.

Start building your supply management community.

Take time out of your busy schedule to strengthen your supply chain and your career!