

SUPPLY LINE 2055:



CERTIFICATION UPDATE

January/February 2008, Volume 22

Issue Highlights:

- 2008 – The Year of the CPSM
- CPSM Work Experience Requirement
- Pilot Testing Update
- *Save Over 60% – Pilot Study Package*
- Conference Exam Specials
- *Calling all C.P.M.s with a Bachelor's Degree! – Debut of CPSM Bridge Exam*
- *Attention Instructors! – CPSM Train the Trainer*
- Professional Development Services
- SCORE! New Professional Development Scorecard
- 2008 Conference Career Center
- Improve Your Résumé and Enroll in Free Mini-Workshops at this year's Conference Career Center
- *Up to 75% off! – ISM's Online Discount Sale*
- Free Membership?

2008 – The Year of the CPSM

At the beginning of a new year, many of us take time to step back and evaluate every aspect of our lives. It is a great time to assess your career and plan your professional goals.



- *Is your education, experience and level of certification sufficient to meet the needs of your organization?*
- *Would you be competitive against other employment candidates if you needed to find a new employer? In a new industry?*
- *If your responsibilities expand, are you knowledgeable in all the components of supply management?*
- *Do you have what it takes to positively impact your supply chain?*
- *Do you Dare to Lead the supply management profession?*

During unstable economic times, companies depend on experienced supply management professionals like you for innovative answers to hard-hitting business challenges. Executive management will come to supply professionals to make an impact on the bottom line more than ever before.

As the responsibilities of supply management professionals have grown, so has the need to prepare for the higher levels of responsibility. In support of the mission to lead supply management, ISM has created the Certified Professional in Supply Management (CPSM) to

ensure that you are ready for the transformation to supply management. Dare to Lead supply management by setting yourself apart from the competition.

The new CPSM has tougher requirements because the business environment and employers demand so much more. Stephen Guth, Esq., C.P.M., CTPE, CCCM, of The Vendor Management Office writes in his blog, [If You Think Purchasing is Just a Job, Then Resign Gracefully – Before You Get Canned](#). Guth says, "Look at it this way: purchasing is now a profession, not a mere job. If you're in purchasing and look at it as a job, it's time to rethink what you want to do in life because you're not going to last much longer in purchasing—there's someone more educated and more certified (with a better attitude) who wants your job."

Make sure that you are ready for higher-level positions and prepared to compete if your company has to downsize. The new CPSM is endorsed by business and thought-leaders across the globe. It encompasses the expanded knowledge, skills and abilities necessary to excel in strategic supply management. Dare to be one of the first to earn the profession's most strategic qualification!

CPSM Work Experience Requirement

Effective with the January 10, 2008 ISM Board of Directors meeting, the CPSM work experience requirement is now three years. Experience must be full-time supply management at a professional level — non-clerical, non-support.

CPSM Pilot Testing Update

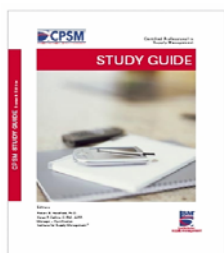
CPSM Pilot Testing is ready for take off. All over the globe, affiliates and companies who sponsored pilot testing are scheduled and have begun taking their exams. As of press time, there are well over 2,200 exams scheduled with many more registrations arriving daily. What an exciting time for the profession!

For individuals who would like to participate in pilot testing, please contact your affiliate for scheduled testing dates and availability.

ISM is sponsoring pilot testing at the 5th Annual Black Executive Supply Management Summit in Washington DC, Tuesday, March 4, 2008 and at the 19th Annual North American Research and Teaching Symposium on Purchasing and Supply Chain Management in Phoenix, AZ, Saturday, March 29, 2008. You may participate in pilot testing without attending the summit or the symposium. To register for pilot testing at the summit or the symposium, go to www.ism.ws or call ISM Customer Service at 800/888-6276 or 480/752-6276, extension 401. Don't wait, seats are filling up fast.

Save Over 60% – Order Your CPSM Pilot Study Package

Get your CPSM Pilot Study Package for only \$99. It includes the new CPSM *Study Guide* and the ISM *Professional Series*. You do not have to be registered to take an exam in order to get the special savings price. The CPSM Pilot Study Package for \$99 is available through March 31, 2008.



The CPSM *Study Guide* is applicable to both pilot and Bridge Exam candidates. It provides information on test specifications, examples of the testing format and question styles. With the use of additional reference materials to round out your knowledge, the CPSM *Study Guide* is an essential part of your study program.

The ISM *Professional Series* focuses on challenges, goals and skill sets needed to be successful in strategic supply management. With methodologies to investigate and strategies to pursue, the ISM *Professional Series* is an essential resource for every supply professional.



To place your order for the CPSM Pilot Study Package, call ISM Customer Service at 800/888-6276 or 480/752-6276, extension 401.

CPSM and C.P.M Conference Exam Special

Testing takes place for both the new CPSM and the C.P.M at the 93rd Annual International Supply Management Conference in St. Louis. C.P.M. testing is Saturday, May 3, 2008 and CPSM testing is Wednesday, May 7, 2008.

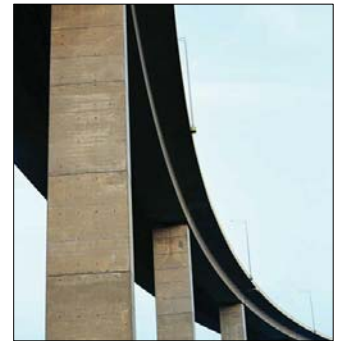
When you register for the entire Conference or a 2- or 3-day pre-conference seminar, you may take up to two exams at a significantly reduced rate. Registration for testing and the Conference are available online at www.ism.ws or call ISM Customer Service at 800/888-6276 or 480/752-6276, extension 401.

Calling all C.P.M.s With a Bachelor's Degree! Debut of CPSM Bridge Exam

If you are a current C.P.M with a bachelor's degree (see ISM Web site for details) and 3 years of applicable experience, you have a distinct advantage to getting your CPSM. You only have to take a single Bridge Exam instead of three exams.

The CPSM Bridge Exam is offered for the first time at ISM's 93rd Annual International Supply Management Conference in St. Louis. It is a single exam covering contemporary content and material not covered in the current C.P.M. The Bridge Exam will be held on Wednesday, May 7, 2008.

Don't forget if you register for the entire Conference or a 2- or 3-day pre-conference seminar, you may take up to two exams at a significantly reduced rate. Registration for testing and the Conference are available online at www.ism.ws or call ISM Customer Service at 800/888-752-6276 or 480/752-6276, extension 401.



Attention Instructors! – CPSM Train the Trainer

Get all the tools you need to develop and teach CPSM review courses. And, it's *FREE*.

- Instructor Manual with teaching notes, case studies and sample exam questions
- Access to PowerPoint slides
- Participant Manual with permission to copy
- Listing on ISM's Web site as a CPSM Review Instructor (*must attend full program*)

Please note: The CPSM *Study Guide* is a required text for this seminar. Please bring your copy.



Program Dates:

March 25-26, 2008
May 1-2, 2008
May 8-9, 2008
June 26-27, 2008
July 23-24, 2008
August 3, 2008 (Bridge Only)
September 16-17, 2008
December 2-3, 2008

Tempe, AZ
St. Louis, MO
St. Louis, MO
Charlotte, NC
Boston, MA
Las Vegas, NV
Tempe, AZ
Phoenix, AZ

Register at www.ism.ws, Seminars – Check back for TBA Bridge seminars.

ISM's Professional Development Services

Training You Want — On Your Schedule — At Your Location — In Your Language

ISM Professional Development programs strengthen your organization by building and aligning the talent and resources needed to increase efficiency across the entire supply chain. From off-the-shelf courses to fully-tailored programs that include blended content and delivery options, ISM is dedicated to preparing your team's contribution toward your organization's dynamic future. Our programs also represent a green, sustainable solution to your organization's professional development. By eliminating the transportation costs involved and holding training on your own schedule and location, you reduce your organization's carbon footprint.

For additional information, contact: Rene A. Yates, C.P.M., Manager, Professional Development Services, 800/888-6276 or 480/752-6276, extension 3080, ryates@ism.ws, or Toni Caserta, Manager, Professional Development Services, 800/888-6276 or 480/752-6276, extension 3095, acaserta@ism.ws.

SCORE! New Professional Development Scorecard Now Available to ISM Members

A personal professional development scorecard and its accompanying processes hold significant potential to help professionals improve advancement opportunities and job security.

Through ISM's ongoing partnership with CAPS Research, ISM members can use one of the premiere scorecards in the industry, free of charge.

The *Personal Professional Development Scorecard*, developed by Mark Thompson, C.P.M. (Pioneer Hi-Bred International) and Robert A. Kemp, Ph.D., C.P.M. (Kemp Enterprises) is a useful tool to support an individual's lifelong professional development goals and objectives. The scorecard and its accompanying processes can significantly improve advancement opportunities and job security. At the same time, it can add substantial value to the individual's organization.

We all know that to remain competitive, supply professionals must be better, faster. Leveraging this scorecard can enhance employability and increase staying power — identifying needs, setting goals and measuring progress throughout one's career.

For more information, visit the Members Only section of the ISM Web site at www.ism.ws.

2008 ISM Conference Career Center — May 4-6, 2008, St. Louis, MO

Be a part of the 2008 ISM Conference Career Center and attract valuable talent to your organization.

As a part of the 93rd Annual International Supply Management Conference & Educational Exhibit in St. Louis, ISM is hosting its 4th Conference Career Center. The Career Center allows Conference attendees to explore career opportunities and helps companies attract top-notch talent. We anticipate that more than 2,000 supply management professionals will attend the 2008 Conference. More than 50 percent of attendees hold the title of manager or above, and more than 80 percent of attendees have a bachelor's or graduate-level degree. More than 25 percent of the participating attendees have at least one professional certification or designation.

Why should your company participate?

The ISM Annual International Conference is the largest gathering place of supply management professionals in the world. It is an excellent opportunity to interview, recruit and make an offer to leading professionals in a very specialized and demanding field.

Your participation includes:

- Posting your current job openings on the ISM Conference Career Center Web Site.
- Access to an exclusive résumé database before and after the Conference.
- Your company profile advertised in the April 2008 edition of the *Program Guide & Navigator*, which is distributed to all Conference attendees and our entire membership of 41,000 supply management professionals.* (\$1,000 value)
- Use of private interview booths.
- Complimentary lunch served daily for up to two recruiters.
- Opportunity to promote your organization through face-to-face interviews with attendees.

**To be included in the April 2008 edition of the Navigator, ISM must receive your company profile by February 29, 2008.*

How does the ISM Conference Career Center work?

All ISM Conference attendees are invited to submit their résumés to the Conference Career Center database. Organizations participating in the Career Center have exclusive access to these résumés. By accessing the résumés before the Conference, you will be able to set up interviews with selected supply management professionals prior to the Conference or interview walk-in candidates.

Career Center Hours

Sunday, May 4, 2008, 1:00 p.m. – 5:00 p.m.

Monday, May 5, 2008, 8:00 a.m. – 5:00 p.m.

Tuesday, May 6, 2008, 8:00 a.m. – 5:00 p.m.

Company participation fees

ISM offers two pricing options for the 2008 ISM Conference Career Center:

Option 1: 3 Days (Sunday, Monday and Tuesday) — \$2,899 USD

Option 2: 1½ or 2 days (Sunday-Monday or Monday-Tuesday) — \$1,800 USD

The Career Center is custom-designed for the Conference and is supported by ISM staff.



How do you become a 2008 Conference Career Center employer?

Contact Toni Caserta at 480/752-6276, extension 3095 or at acaserta@ism.ws.

Don't settle for second-rate talent. Recruit the best at the 2008 Conference Career Center. The 2008 Conference Career Center is sponsored by Monsanto.

Improve Your Résumé and Enroll in Free Mini-Workshops at this year's Conference Career Center — May 4-6, 2008, St. Louis, MO

Is your résumé getting you the results you deserve? Do you need information on how to turn a "typical" résumé into a powerful career marketing document? Let CAREER-Magic.com's, Tracy Laswell Williams, JCTC, CPRW -- ISM's Career Expert, review your résumé and provide customized recommendations (one free critique per customer).

In addition, sit-in on one of CAREER-Magic's four mini-workshops designed to expedite your next job transition, Monday, May 5, 2008. Tracy Laswell Williams of CAREER-Magic.com will lead the workshops to help ISM members and Conference attendees shine before potential employers. Take advantage of one or more of these free mini-workshops:

TOPICS / SCHEDULE

8:45 a.m. – Networking Magic

10:00 a.m. – Your Résumé from the Recruiter's Perspective

1:00 p.m. – Interviewing Magic

3:00 p.m. – Smart Job Searching in a Competitive Market

- Have a copy of your résumé with you on Monday, May 5, 2008
- Go to the Conference Career Center
- Get your FREE résumé critique
- Take a FREE mini-workshop to improve your career hunting skills

For more information on the Conference Career Center, visit www.ism.ws, ISM's 93rd Annual International Supply Management Conference and Educational Exhibit, Career Center.

Up to 75% Off! — ISM's Online Discount Sale



Check out [ISM's Online Discount Sale](http://www.ism.ws) with markdowns of up to 75% off the listed price of select supply management reference books. Don't wait, quantities are limited.

Free Membership?

Full-time students are eligible to take advantage of the many membership benefits such as various professional development resources, Professional Groups and Forums and member discounts — all dues-free! For more information on dues-free membership or the discounted student Conference rate, visit our Web site, www.ism.ws or contact ISM Customer Service at custsvc@ism.ws or 800/888-6276, extension 401.