

Want to learn more about Certification or Accreditation?
Go to [Certification Program Overview](#)
and select C.P.M. and A.P.P. Programs Overview for a PowerPoint
presentation with a complete overview of both programs.

***“ISM’s concept and vision of supply management is,
and undoubtedly will remain, the most
comprehensive and broad-based approach.”***

— Daniel J. Caragelli, C.P.M., A.P.P., CBM Director, Business and
Finance, Maryland Technology Enterprise Institute



New in this issue—the Supply Line 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.

Issue Highlights:

- ✓ Half-Price Exam Offer
- ✓ Check Out What People are Saying about C.P.M.s
- ✓ Why Certify? The Benefits of Certification for You
- ✓ Why Certify? The Benefits of Certification for Your Organization
- ✓ Dive In and Share the Benefits of ISM
- ✓ ISM’s C.P.M. and A.P.P. Instructor Information Program
- ✓ The Real Thing — Be Sure You are Hiring a Certified Employee
- ✓ Lifetime C.P.M. and Your Retirement
- ✓ FAQs
- ✓ Note

C.P.M. Half-Price Offer — REGISTER TODAY!

That's right — ISM is offering the C.P.M. written exam for half-price at this year's Conference! If you have been putting off getting certified and need a convenient, low-cost plan — register for the complete Conference or a 2-day pre-Conference seminar and take one, two, three, or all four exam modules for half-price. Register today — seating is limited, and last year's Conference exam offer sold out. Don't let this great offer pass you by.

Modules are offered on Sunday or Wednesday, May 18 or May 21. Register now at www.ism.ws.

Check Out What People are Saying about C.P.M.s!

According to *Purchasing Magazine's 2002 Salary Survey*: Proportion of this year's survey participants who are certified purchasing managers, remains constant at 23%. As in the past, C.P.M.s have higher average salaries than purchasing professionals who are not certified. This year's average compensation for purchasing executives with certification is \$75,600; the average for those without certification is \$60,900.

Why Certify? The Benefits of Certification for You:

Supply management professionals interested in self-fulfillment, skills improvement, creating opportunities for promotion, recognition, and more earning potential can benefit greatly from certification. By working toward a C.P.M., you will be exposed to a wide variety of subject matter. By mastering it, your knowledge will be systematically improved, as will your ability to deal with new problems and situations on the job.

A C.P.M. proves you have the skills and abilities to solve problems effectively, to use knowledge competently, to work productively, and to be seriously considered for promotions. Perhaps most important of all, proving you have what it takes to become a C.P.M. can increase your self-esteem. And what better negotiating and management tool can you have than heightened self-confidence?

Those who earn the title of C.P.M. join an elite, but fast-growing professional group, widely recognized by management and colleagues to be among the most knowledgeable in today's competitive world of supply management.

Why Certify? The Benefits of Certification for Your Organization

An organization supporting the C.P.M. program underscores its commitment to professionalism. Certification can reduce future training costs, and the program content exposes employees to broad-based knowledge specification, which in turn helps them open up their thinking and problem-solving skills.

Those earning the C.P.M. tell us they are more effective at what they do and gain a heightened sense of professionalism, self-worth, and confidence — all important attributes in today's competitive and aggressive business environment.

Attention to ethics, professional responsibility, and lifelong learning are outcomes of the C.P.M. program. Lifelong learning is encouraged through the program to ensure candidates reflect the latest in supply management.

As a leader, you are in a position to ask people in your organization to take advantage of the C.P.M. program. Encourage your employees to seek certification — ask them to take a look at the C.P.M. program. They can learn more by visiting ISM's Web site at www.ism.ws.

Dive In and Share the Benefits of ISM

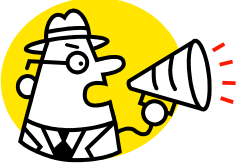


Once you've enhanced your own career by earning your C.P.M., why not do the same for your co-workers by introducing them to the benefits of membership in ISM?

Through ISM's 2003 Member-Get-A-Member Campaign, you not only can share this valuable resource with others but can win ISM lapel pins, coffee mugs, and more. For details, including the official campaign brochure and applications, click here: www.ism.ws/ISMMembership/index.cfm

Remember — ISM members receive discounts on exams, application fees, and study materials.

ISM's C.P.M. and A.P.P. Instructor Information Program



Calling All Program Instructors ...

Join ISM in Nashville for this pre-Conference seminar, designed specifically for review program instructors. Please note this program is for instructors looking to prepare students for the C.P.M. and A.P.P. Exams. **This is not an Exam Review Course.**

You Will Learn:

- The knowledge, skills, and ability each candidate is required to master to pass the exams
- Complete details of each program
- How to write and review questions using the same techniques used to develop questions for the exams

[Seminar #4597](#)

May 17, 2003

Nashville, TN

The Real Thing — Be Sure You are Hiring a Certified Employee



You can view who's been [certified or accredited in the last 30 days](#) at ISM's Web site. If you have questions about the results, or if the information you seek is older than 30 days, please contact the Certification Department at certification@ism.ws.

Lifetime C.P.M. and Your Retirement

If you are planning to retire and are a current, non-Lifetime C.P.M., you still need to recertify if you want to keep your C.P.M. active. Lifetime C.P.M. status is not automatically awarded upon retirement.

The recertification process demands you aspire to the highest level of professional achievement and reinforces your role as a leading innovator in the supply field.

Whether your C.P.M. designation is currently active and you would like to apply for Lifetime certification, or you are applying for Lifetime certification for the first time, [click here](#).



FAQs

Q: I'm a current A.P.P. How do I get my C.P.M.?

A: Pass Modules 3 and 4 of the current C.P.M. Exam and document (a) five years of full-time professional (non-clerical, non-support) supply management experience, OR (b) a four-year degree from an accredited institution and three years of full-time professional supply management experience.

Fill out an Original and Original Lifetime Certification application www.ism.ws/Certification/files/CPMOrigLifeApp.pdf and mail it to ISM along with the pertinent fee.

Q: I'm a current C.P.M. How do I get my A.P.P.?

A: Simply fill out an Original and Original Lifetime Accreditation application www.ism.ws/Certification/files/APPOrigLife.pdf and mail it to ISM along with the pertinent fee. You do not need to submit exam results, nor do you need to document any work experience.

Q: Can I apply for the C.P.M. and A.P.P. at the same time?

A: Yes. Fill out an Original and Original Lifetime Certification application and an Original and Original Lifetime Accreditation application. Mail both to ISM along with the pertinent fees.

Documentation is only required for the C.P.M.: Applicants must pass all four modules of the C.P.M. Exam. In addition, the applicant must have (a) five years of full-time professional (non-clerical, non-support) supply management experience, OR (b) a four-year degree from an accredited institution and three years of full-time professional supply management experience.

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