

*Supply Line 2055: Certification Update*  
Volume 8, March 2004

**Issue Highlights:**

- ✓ ISM 89<sup>th</sup> Annual International Supply Management Conference and Exhibit Hall
- ✓ *Purchasing Magazine's* Salary Survey Results: C.P.M.'s Make More!
- ✓ C.P.M. and A.P.P.: Recognized Marks of Experience and Professional Competence
- ✓ Top Ten Reasons to Support the C.P.M. Program
- ✓ Certification Market Study Update
- ✓ It's Showtime! Share the Benefits of ISM with the 2004 Member Get a Member Campaign
- ✓ Spring Conference for Supply Managers in the Hospitality Supply Chain
- ✓ C.P.M. and A.P.P. FAQs

---

**The 89th Annual International Supply Management  
Conference and Educational Exhibit Hall:**

April 25-28, 2004

Philadelphia Marriott and the Pennsylvania Convention Center, Philadelphia, PA

Interested in obtaining your C.P.M.? Don't miss this year's Conference — there are three workshop sessions directly related to the C.P.M. program:

[Focusing Your C.P.M. and A.P.P. Study and Test-Taking Skills – Part 1 — Extended](#)

An overview of the C.P.M. and A.P.P. Exam programs

[Focusing Your C.P.M. and A.P.P. Study and Test-Taking Skills – Part 2 — Extended](#)

Provides an extended overview of the C.P.M. and A.P.P. Exam programs

[C.P.M.: Best Warranty in the Marketplace](#)

Reviews the four modules of the C.P.M. Exam

**In addition, don't miss this special offer!**

Register today, and take one, two, three or all four Certification  
Exam modules for half-price at this year's Conference!

**Seating is limited, register today!**

---

***Purchasing Magazine's* Salary Survey Results: C.P.M.'s Make More!**

Highlights from *Purchasing* magazine's [Salary Survey](#), published December 2003:

- 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 \$80,000; the average for those without certification is \$63,200.
- Certified Purchasing Managers, on average, have five years more experience than those who are not certified.
- This year's average compensation for purchasing executives with C.P.M. certification is \$80,000, while the average salary of CPIM - certified materials managers is \$78,200

Certification	Average salary (thousand \$) All	Average salary (thousand \$) Men/Women	Highest salary (thousand \$) Men/Women
C.P.M.	80.0	83.5/69.4	279.0/590.0
Not certified/did not answer	63.2	69.8/50.1	390.0/165.0

---

## C.P.M. and A.P.P.: Recognized Marks of Experience and Professional Competence

According to the Bureau of Labor Statistics *Occupational Outlook Handbook 2004-05 Edition*, certification is more important now than ever:

Regardless of industry, continuing education is essential for advancement. Many purchasers participate in seminars offered by professional societies and take college courses in supply management. **Professional certification is becoming increasingly important, especially for those just entering the occupation.**

In private industry, recognized marks of experience and professional competence are the Accredited Purchasing Practitioner (A.P.P.) and Certified Purchasing Manager (C.P.M.) designations, conferred by the Institute for Supply Management.

The following tabulation shows the distribution of employment by occupational specialty:

Purchasing agents, except wholesale, retail and farm products	245,000
Wholesale and retail buyers, except farm products	155,000
Purchasing managers	108,000
Purchasing agents and buyers, farm products	19,000

Bureau of Labor Statistics, U.S. Department of Labor, *Occupational Outlook Handbook, 2004-05 Edition*, Purchasing Managers, Buyers and Purchasing Agents, on the Internet at [www.bls.gov/oco/ocos023.htm](http://www.bls.gov/oco/ocos023.htm)

---

---

## Top Ten Reasons to Support the C.P.M. program

1. Becoming a C.P.M. is an important way to declare interest to be a professional in the field.
2. Becoming a C.P.M. helps build credibility for the individual (internally, externally, with customers, suppliers and other purchasing and supply management professionals).
3. An organization supporting C.P.M. certification underscores its commitment to professionalism and gives a boost to the concept of lifelong learning (because of the recertification component of the program).
4. Certification can reduce future training costs.
5. C.P.M. certification is an objective measure of knowledge and experience; it assures a certain level of expertise and skill.
6. The C.P.M. program focuses on purchasing and supply management and adds specialist knowledge to those with a business or technical degree.
7. The C.P.M. program content is broad. Often an employee will focus on what they think they need to know to do their job. Exposing the employee to a broad-based knowledge specification can help them open up their thinking and problem - solving skills.
8. The C.P.M. helps improve self-image, adds professional credentials and provides a broad view of the profession. Certification leads to higher morale and commitment.
9. The C.P.M. program received certification accreditation by the American National Standards Institute (ANSI). ANSI administers and coordinates the U.S. voluntary standardization and conformity assessment system.
10. The C.P.M. program was evaluated by the National Program on Noncollegiate Sponsored Instruction and recommended that the program can be worth as much as 12 college credits.

---

## Certification Market Study Update



In order to stay ahead of the current trends and issues related to supply management, ISM routinely reviews its certification and accreditation programs. Currently, ISM is conducting an in-depth market study to review both programs.



This process will help us to determine the future focus of both the C.P.M. and A.P.P. designations. ISM has hired Knapp & Associates International, Inc. (K&AI) to conduct the study, with an unbiased view of the programs. Knapp & Associates is a consulting firm

specializing in the conception, planning, development and implementation of programs designed to measure professional and occupational competence.

Knapp & Associates has conducted one-on-one interviews and surveys with current and potential certification applicants, industry leaders and top academics. All of this information is being compiled and reviewed by ISM to determine the future and focus of both the C.P.M. and A.P.P. programs.

---

### **It's Showtime! Share the Benefits of ISM with the 2004 Member get a Member Campaign**



You know that you can enhance your own career by acquiring your C.P.M., why not introduce your coworkers to the program and to the benefits of membership in ISM?

Through ISM's 2004 Member-Get-A-Member Campaign you can not only share this valuable resource with others, but win portfolios, gym bags and more. For details, including the official campaign brochure and applications, [click here](#).

---

### **Spring Conference for Supply Managers in the Hospitality Supply Chain:**



Hospitality Supply Management, an ISM Forum, presents the Spring Conference for Foodservice Purchasing Managers in the Hospitality Supply Chain. May 19-21, 2004 at The Palmer House Hilton in Chicago, Illinois. [Click here](#) to register.

Don't miss this chance to partake of the best the industry has to offer. Find out what's new in the marketplace and what your colleagues in hospitality are doing to overcome their newest challenges.

In addition to market updates, powerful take-away tools and exceptional networking opportunities, don't miss this chance to take the written version of the C.P.M. and A.P.P. Exam on Wednesday, May 19, 2004, 12:00-4:00 pm. This is an opportunity to combine a strong educational experience with your goal to pursue your C.P.M. To register for the exam, contact ISM customer service at 800/888-6276, extension 401.

Conference highlights include:

- Experts from the hospitality industry
- Field trip — Chicago Board of Trade
- Trends in transportation, safety and technology

If you work in the hospitality industry and would like more information about the HSM, [click here](#).

---



## C.P.M. and A.P.P. FAQs

Check out certifications new [FAQ](#) page on the ISM Web site!

To contact the Certification department e mail  
them at: [certification@ism.ws](mailto:certification@ism.ws)

**Q: I have a Bachelor's degree from a school outside of the United States. Does ISM consider this the equivalent of a Bachelor's degree earned from a United States college/university?**

A: Applicants outside of the United States who earn a degree from an institution not accredited in the United States should contact ISM to see if we have accepted degrees from the school you attended.

If ISM has not previously approved your school/degree, you must have the degree evaluated. This evaluation should be completed prior to submitting the application to ISM. Many applicants use the services of *Educational Credentials Evaluators* [www.ece.org](http://www.ece.org) – e-mail: [eval@ece.org](mailto:eval@ece.org).

Note: The applicant is responsible for the cost of the evaluation.

**Q: Where can I find colleges offering supply management courses or C.P.M. review classes?**

A: ISM has compiled a listing of colleges and universities offering supply management courses and/or C.P.M. Review courses. [Click here](#) for more information on colleges and universities in your area.

You may also want to check your local ISM affiliate for information on classes. [Click here](#) to access a map of ISM affiliates in the U.S. and around the world to find the affiliate in your area.

**Q: My employer wants me to justify the reasons for my earning the C.P.M. I am aware of some of the benefits, but where can I find more detailed information?**

A: First, you may want to take a look at the C.P.M. Exam Specifications which give detailed information about what the C.P.M. tests for, and specifically what each module focuses on. [Click here](#) to access the exam specifications.

In addition, it might be helpful to review the [C.P.M. and A.P.P. program requirements](#) which detail each module and task tested for.

The C.P.M. program received certification accreditation by the American National Standards Institute (ANSI). ANSI administers and coordinates the U.S. voluntary standardization and conformity assessment system. [Click here](#) for more details. ANSI's Web site: [www.ansi.org/](http://www.ansi.org/)

PONSI (Program on Noncollegiate Sponsored Instruction) has recommended our programs for up to 12 college credits:

[www.ism.ws/Certification/files/CollegeCreditForm.pdf](http://www.ism.ws/Certification/files/CollegeCreditForm.pdf)

PONSI's "credit recommendations" for the A.P.P. program are on the top-left of page four. For the C.P.M. program, see top of page six.

PONSI's Web site: [www.nationalponsi.org/](http://www.nationalponsi.org/)