

CORNING

Patricia Hairston
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Transportation

“Success is a Verb”

ISM Conference Presentation

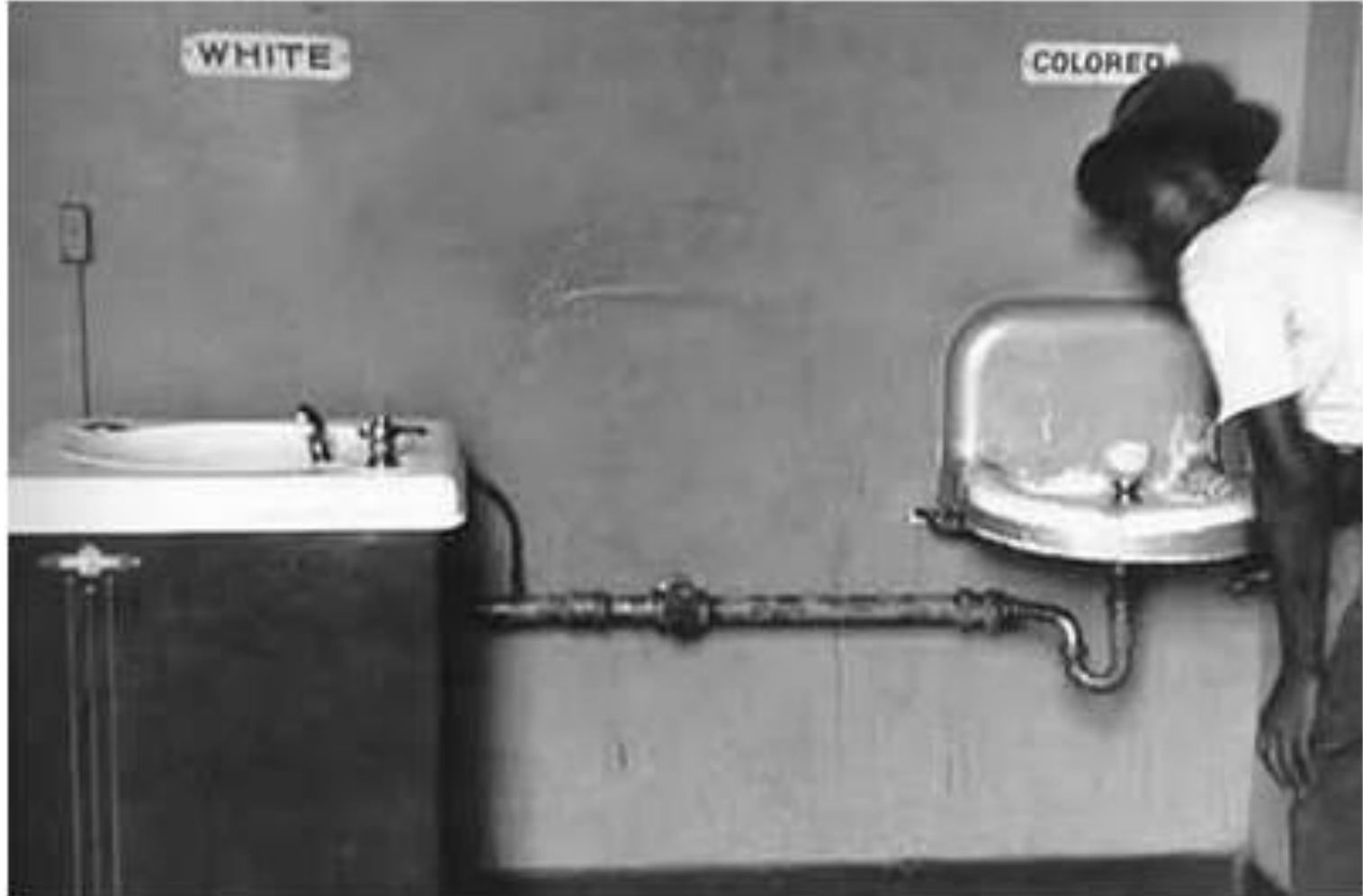
Black Executive Supply Management Summit

February 2-4, 2010

**“There is no passion to be found
settling for a life
that is less than the one
you are capable of living.”**

- Nelson Mandela







Success is a *Verb*!

TODAY

Overcoming Boundaries

Living Success through Wisdom Keys

Performance First

Take Risks

Own Your Career

Build Relationships

Ask for What You Want

Success is a Verb



QUALITY

INTEGRITY

PERFORMANCE

LEADERSHIP

INNOVATION

INDEPENDENCE

THE INDIVIDUAL



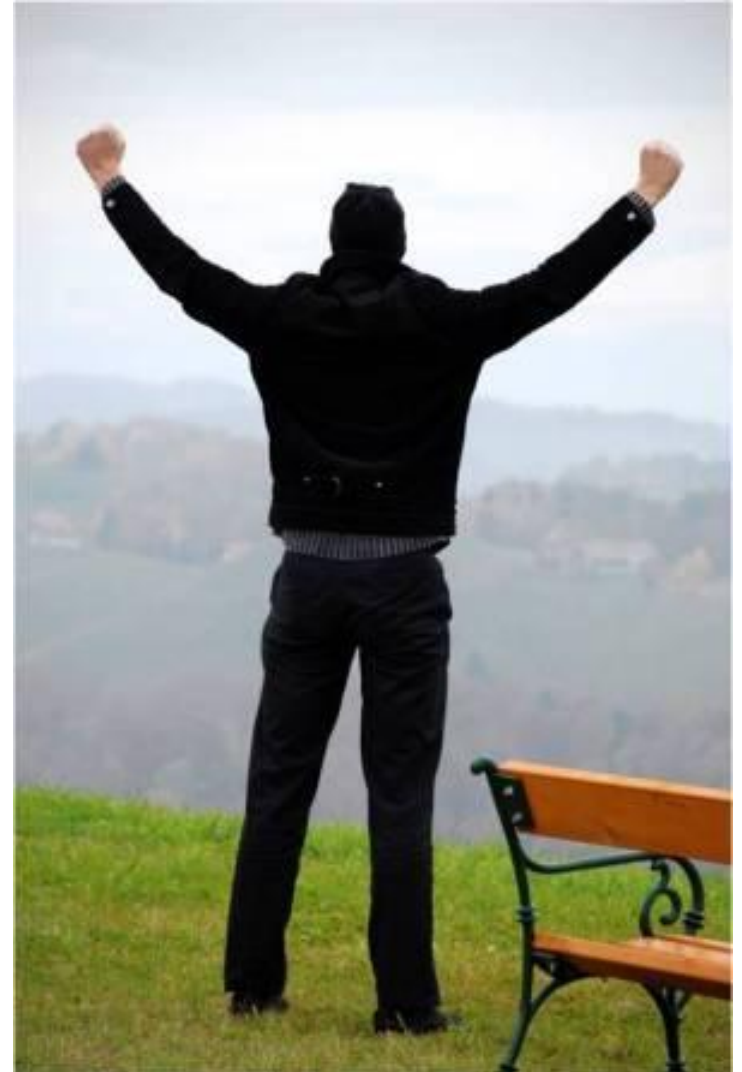
Wisdom Key #1

Performance Comes First





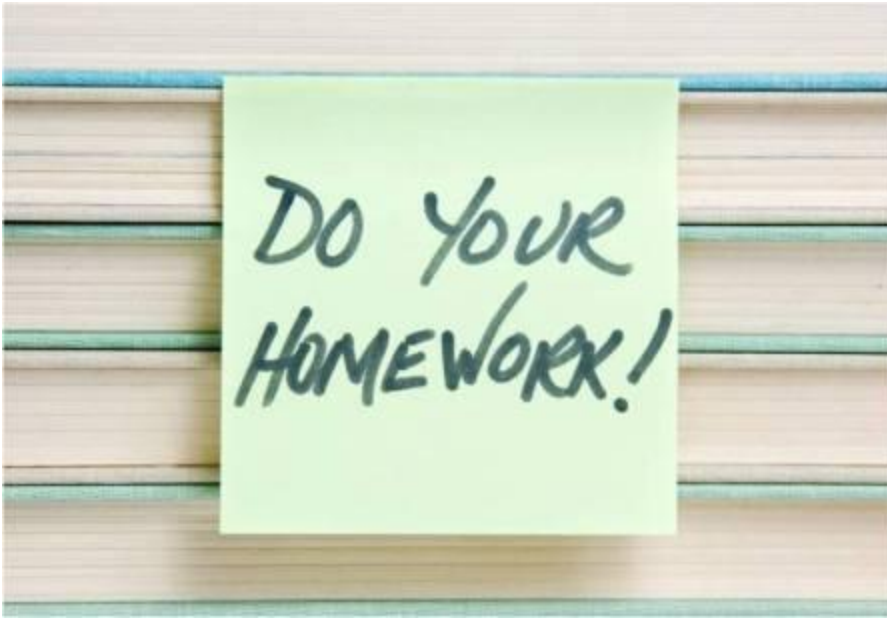




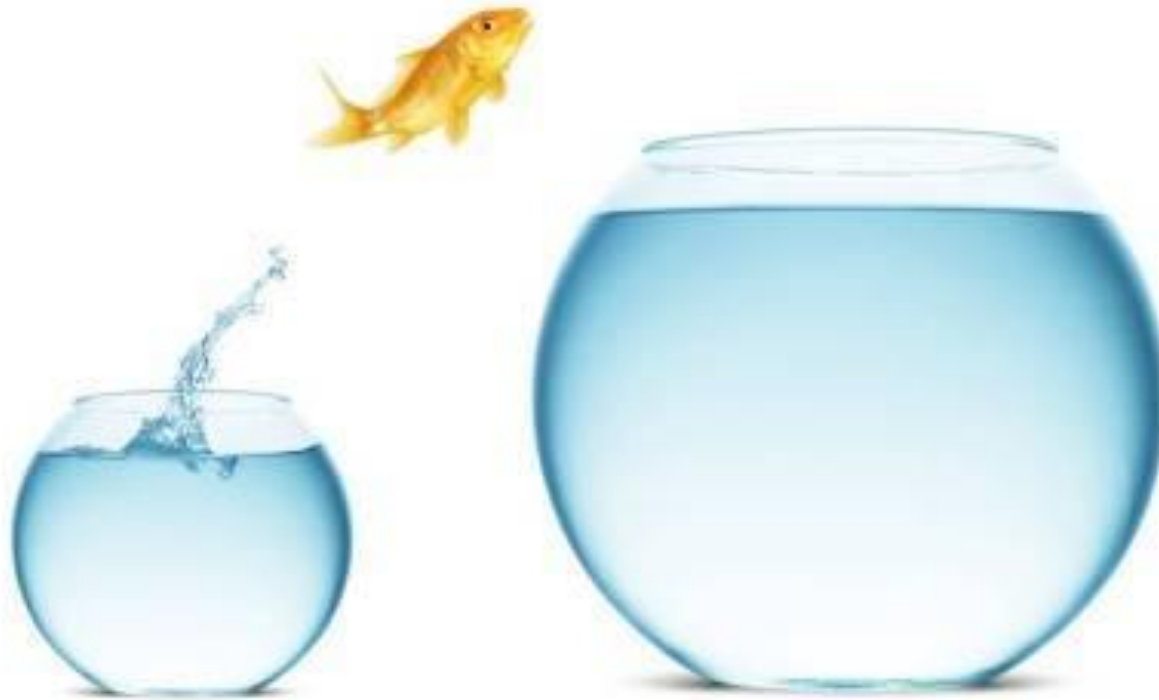
Wisdom Key #2

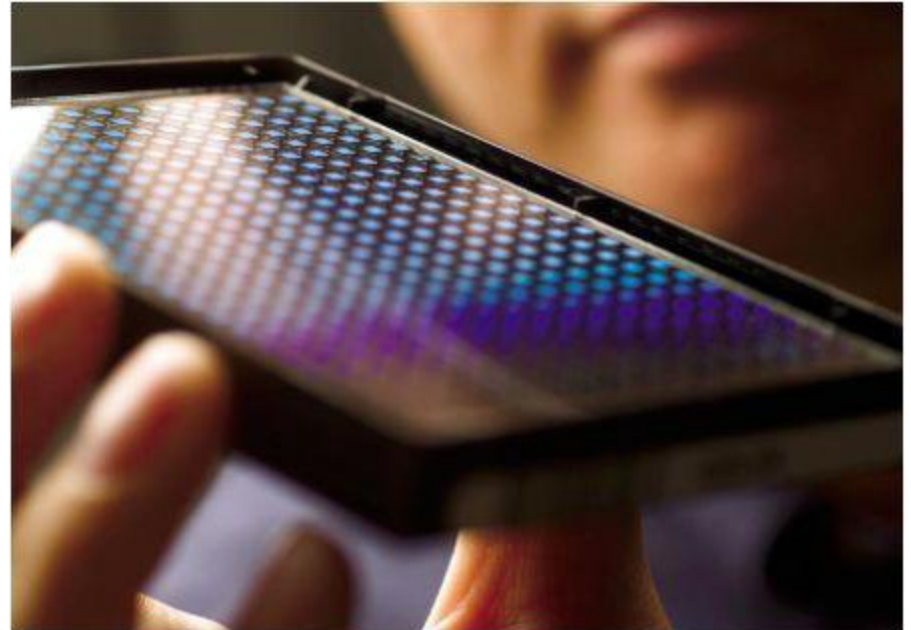
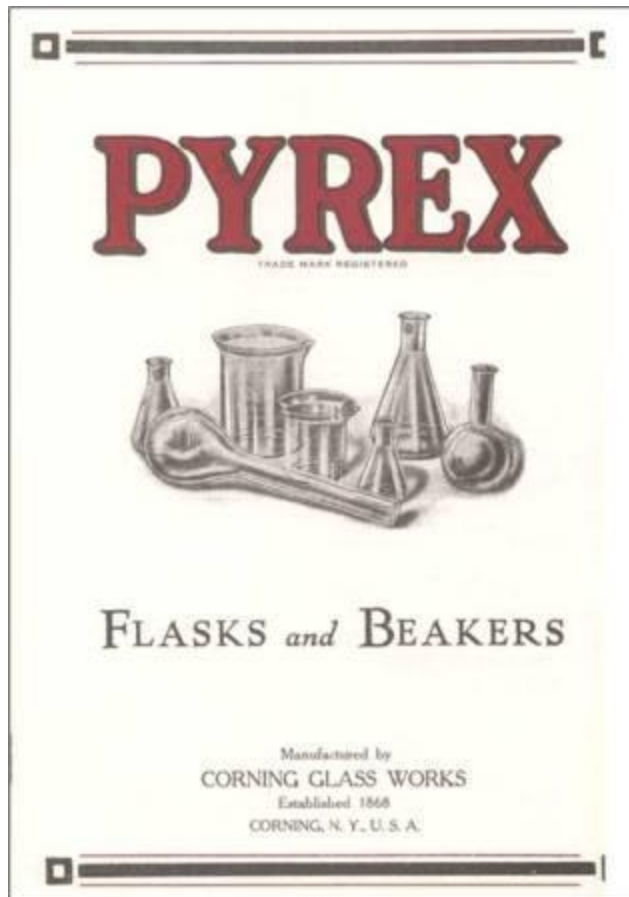
Be Willing to Take Risks





LEAP!







Wisdom Key #3

Own Your Career









Views on Procurement

THEN

Beat Up Suppliers

Not a Real Profession

No Impact on Bottom Line

A Place to Put People

NOW

Supplier Management

Strategic Function

Recognize the Value

Recruiting Top Talent

Wisdom Key #4

Build Relationships







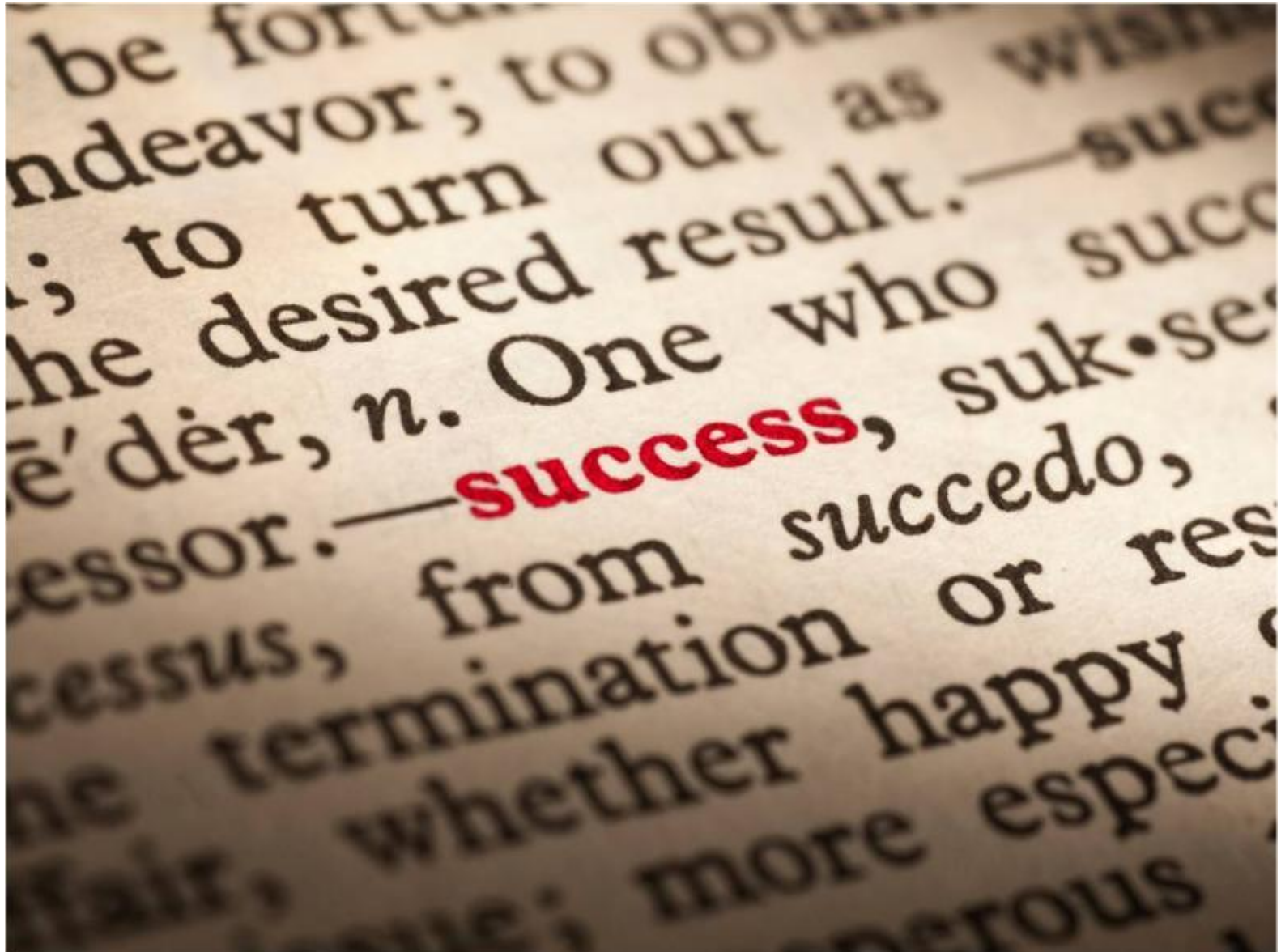


Wisdom Key #5

Ask For What You Want









QUESTIONS?