



ISM Professional Credentialing Programs

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Sunday, May 6
1:00 – 2:00 PM

Supply Management

ISM's definition of supply management is the identification, acquisition, access, positioning, management of resources and related capabilities the organization needs or potentially needs in the attainment of its strategic objectives.

The Mission of ISM is “To Lead Supply Management”

Goals:

- Expand the sphere of influence of supply management.
- Align Institute for Supply Management's organization with its Mission.
- Enhance Institute's revenue generation to ensure the resources necessary to support the Mission.

New Challenges/Opportunities for Supply Managers

- The Scope of SM will grow
- Supplier relationships deepen
- The CPO becomes a strategic partner to the Board
- Technology continues to be central to change

Source: *The New Face of Purchasing*,
The Economist Intelligence Unit,
November 2005

How did we get here?

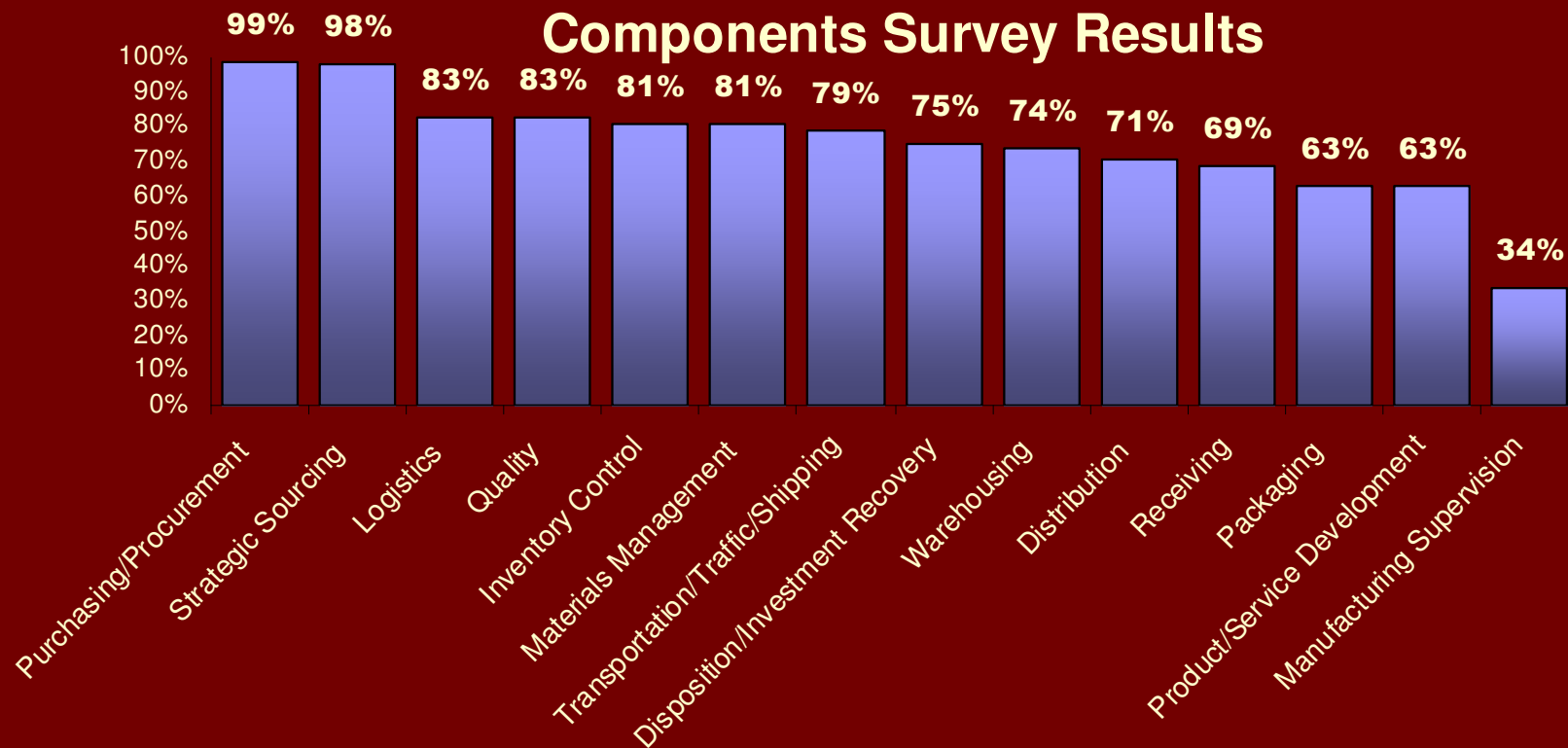
- Market Study
- Job Analysis Process
- Certification Committee recommendation based upon results of Job Analysis



CERTIFIED PROFESSIONAL IN SUPPLY MANAGEMENT

Supply Management Components

The supply management component is either part of the individual's personal job responsibilities and/or supervisory responsibilities or the responsibility of someone else in the supply management organization.



General Information

- CPSM will be available 2008
- Exam specification – Three (3) Exams
- Pilot Exam – February 2008
 - Contact Trish True or Kathy Braase in Sales
- Defining courseware for review instructors

CPSM Requirements

- Five years of experience
 - Full-time; professional; non-clerical, non-support
- Bachelor's degree from a regionally accredited college or university
- Successful passing of the bridge exam with a valid C.P.M. OR Successful passing of the three CPSM exams

Application Process

Reason for Degree Requirement

- **Change in supply management profession**
- **Decision is final**
 - This decision will not be re-evaluated
- **Ability to recertify**
 - If you have your C.P.M. – without a degree you may continue to recertify

CPSM- Additional Information

- **Educational degrees beyond Bachelors do not reduce requirements**
- **No grandfathering from C.P.M. to CPSM**
 - You must take the bridge exam
 - Or ALL Three of the CPSM exams
- **Cost – not determined**
 - Exams, applications, study materials, recertification, etc.

CPSM Recertification Requirements

- Every three (3) years with 60 Continuing Education Hours (CEHs)
- Categories for earning CEHs – college courses & seminars (taken or taught), contributions to the profession, articles.
- Candidates will be able to retake each CPSM Exam for 20 CEHs but only in their last year of certification or during their grace period.
- One Year Grace period – resets certification date

CPSM Study Materials

- CPSM Study Guide- Summer 2007
- CPSM Knowledge Series- Fall 2007
- Diagnostic Kit- 2009
- Alternative Reading List
- Glossary of Key Supply Management Terms

What will the CPSM Exams look like?

Number of questions & time allowed (domestic)

Exam 1 – 165 questions (150 scored)
2 hours and 45 minutes allowed

Exam 2 – 165 questions (150 scored)
2 hours and 45 minutes allowed

Exam 3 – 180 questions (165 scored)
3 hours allowed

Bridge Exam – 180 questions (all scored)
3 hours allowed

CPSM Exam 1

- **Foundation of Supply Management**
 - **25 tasks**
 - **Content Areas**
 - **Contracting/Negotiations – 5 Tasks – 32 Questions**
 - **Cost/Finance – 5 Tasks – 32 Questions**
 - **International – 3 Tasks – 17 Questions**
 - **Social Responsibility – 3 Tasks – 14 Questions**
 - **Sourcing – 3 Tasks – 20 Questions**
 - **Supplier Relationship Management – 6 Tasks – 35 Questions**

CPSM Exam 2

■ **Effective Supply Management Performance**

- **24 tasks**

- **Content Areas**

- **Forecasting – 3 Tasks – 19 Questions**

- **Logistics – 4 Tasks – 19 Questions**

- **Materials & Inventory Management – 4 Tasks – 19 Questions**

- **Organization/Department Assessment – 4 Tasks – 26 Questions**

- **Planning – 2 Tasks – 15 Questions**

- **Product Development – 2 Tasks – 12 Questions**

- **Project Management – 2 Tasks – 19 Questions**

- **Quality – 3 Tasks – 21 Questions**

CPSM Exam 3

- **Leadership in Supply management**
 - **32 tasks**
 - **Content Areas**
 - **Leadership – 18 Tasks – 96 Questions**
 - **Risk and Compliance – 8 Tasks – 32 Questions**
 - **Strategic Sourcing – 6 Tasks – 37 Questions**

CPSM Bridge Exam

- The bridge will be a single exam covering contemporary subject matter and content not covered in the current C.P.M. Exam.
- The bridge exam will be available to test through the end of 2014.

CPSM Bridge Exam

- **Contracting/Negotiations – 3 Tasks – 5 Questions**
- **Cost/Finance – 5 Tasks – 12 Questions**
- **International – 3 Tasks – 8 Questions**
- **Social Responsibility – 3 Tasks – 5 Questions**
- **Sourcing – 2 Tasks – 2 Questions**
- **Supplier Relationship Management –
4 Tasks – 6 Questions**
- **Forecasting – 2 Tasks – 5 Questions**
- **Logistics – 4 Tasks – 12 Questions**

CPSM Bridge Exam

- **Materials & Inventory Management – 4 Tasks – 12 Questions**
- **Organization/Department Assessment – 3 Tasks – 10 Questions**
- **Planning – 2 Tasks – 9 Questions**
- **Product Development – 1 Task – 3 Questions**
- **Project Management – 2 Tasks – 8 Questions**
- **Quality – 1 Task – 3 Questions**
- **Leadership – 10 Tasks – 30 Questions**
- **Risk and Compliance – 6 Tasks – 15 Questions**
- **Strategic Sourcing – 6 Tasks – 35 Questions**

Certified Purchasing Manager



C.P.M. Requirements

- 5 years experience or 3 years with a four year degree from an accredited college or university
 - Full-time; professional- non-clerical; non-support
- Maintain recertification every 5 years, may continue to recertify
- Lifetime Certification – 18 years of experience

These requirements have not changed

C.P.M. Recertification Requirements

- Every Five (5) years with 84 Continuing Education Hours (CEHs)
- Categories for earning CEHs – college courses & seminars (taken or taught), contributions to the profession, articles.
- Candidates will be able to retake C.P.M. Modules 3 &/or 4 for 42 CEHs each (not available for registration after 12/31/2008).
- One Year Grace period – does not reset certification date

Current Costs

C.P.M. Exam Registration Fees per Module (as of 1/07)

	<u>Member</u>	<u>Non-Member</u>
Domestic Testing	\$130.	\$190.
International Testing	\$175.	\$230.

Application Fees (as of 1/07)

	<u>Member</u>	<u>Non-Member</u>
C.P.M. Original	\$ 90.	\$150.
C.P.M Recertification	\$ 65.	\$100.
A.P.P. Reaccreditation	\$ 50.	\$ 80.

Study Materials Available for C.P.M.

- Study Guide
- ISM Knowledge Series – Volumes 1 – 4
- Diagnostic Kits
- Articles for Exam Preparation
- Review Programs – online and workbook
- *The Supply Management Handbook*

Important Dates

- **2/2008 – CPSM Pilot Testing**
 - Contact Sales at 800-888-6276
 - Kathy Braase ext. 3061 or Trish True ext. 3086
- **2008 – CPSM Available**
- **12/31/2008** – Postmark cut-off date for C.P.M. Exam Registration processing*
- **12/31/2009** – Last day to test C.P.M. Modules registered before 12/31/2008
- **1/1/2010** – Current C.P.M.s no longer able to take Exam Modules 3 &/or 4 for recertification purposes
- **12/31/2013** – Postmark cut-off date for C.P.M. Original/Original Lifetime Applications
- **12/31/2014** – Bridge Exam no longer available to test

*Note: Exam Registrations are valid for one (1) year from the date of registration.

ISM's Certification Department



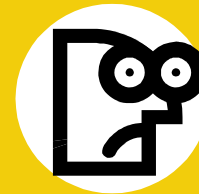
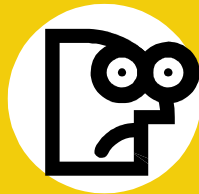
seeks your expertise!!!

If you or someone you know is interested in assisting ISM with our professional credentialing programs please contact us.

Certification Department Contacts:

- **Customer Service: 800-888-6276 ext 401-questions about exam registration**
- **Certification Information line - ext. 3027**
- **Email: certification@ism.ws**
- **Althea (Al) Levine - questions regarding certification and application process ext. 3094**
- **Lyndsey Ferro – administrative support ext. 3044**
- **David Migliore - concerns related to onsite & Prometric testing ext. 3074**
- **Karen Collins - Manager ext. 3123**
- **Christina Foster - VP ext. 3011**

Thank You!



It's QUESTION TIME!!