

MMG–Sponsored Workshops at the ISM 2010 Annual International Conference in San Diego April 25-28, 2010

Clause and Effect: Strategic Economic Price Adjustments

Session **AA**

Dealing with volatile market conditions is an essential skill set for today's supply manager. Economic price adjustment clauses provide for upward or downward adjustments in the price based on the change in the marketplace. Learn the why, when and how of using these clauses.

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Robi H. Bendorf, M. Ed., CPSM, C.P.M.

President

Bendorf & Associates

Relax and Laugh: How Humor Can Strengthen Your Supply Team

Session **AC**

This presentation provides a three-step process with definitions, processes and examples to introduce and develop humor as a tool to weld the supply management team, its associates and its supply chains into a productive team that creates increased value while enjoying a humorous work environment.

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Robert A. Kemp, Ph.D., CPSM, C.P.M.

President

Kemp Enterprises

Five Universal Best Practices That Help in Trying Economic Times

Session **DD**

Economic security in the supply chain comes from a keen application of selected best practices and disciplined leadership, highly trained, dedicated and motivated colleagues, and the requisite resources. This presentation explains the processes to economic security as an achievable objective.

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Robert A. Kemp, Ph.D., CPSM, C.P.M.

President

Kemp Enterprises

Susan K. Modeland, CPSM, C.P.M., CPIM

Project Manager for Goodrich Enterprise Supply Chain

Goodrich Corporation

R. David Nelson, C.P.M., A.P.P.

Senior Partner

Fenix Group International, LLC

Critical Elements of Supplier Negotiations

Session **DF**

Effective negotiating skills have become one of the most valuable tools in the complex, contemporary business environment. This workshop provides a comprehensive review of the negotiating process, analyzes the critical aspects of that process and summarizes the factors which contribute to successful supplier negotiations.

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Ernest G. Gabbard, J.D., CPSM, C.P.M., CPCM

Senior Director, Corporate Strategic Sourcing

Allegheny Technologies, Inc. (ATI)

Strategic Sourcing Success Factors: How to Achieve Exceptional and Sustainable Results

Session **EG**

One challenge that procurement executives face is the perception that procurement is a back-water, tactical function, unable to think and act strategically. This workshop shows how the adoption of a robust strategic sourcing process can change that perception, put procurement in a leadership role and generate exceptional and sustainable results.

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Quave Burton

Vice President, Procurement Services

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Allegheny Technologies, Inc. (ATI)

Robert A. Rudzki

President & CEO

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Understanding and Choosing Supply Risk Solutions: Software, Content and Analytics

Session **ID**

This session segments the supply risk solutions market, providing you with a detailed overview of the different types of software platforms, content providers and analytical tools that are available in the market to reduce supply risk. Look for a supplier shortlist in each segment of the market.

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Jason Busch

Managing Director
Azul Partners

Sherry R. Gordon

President
Value Chain Group

Alternate Presentations

The Nuts and Bolts of Offshoring

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Telling Your Price Performance Story: Creating a Purchased Price Index

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