

Upcoming Meetings & Seminars

October 18th Plant Tour "Ethel M Chocolate Tasting Experience"

4:30 pm to 5:30 pm
Ethel M Chocolates
1 Sunset Way, Henderson

October 25th One Day Seminar "Purchasing Contract Law: How to Write Performance Agreements"

Presented by Omid Ghamami, MBA,
CPSM
President at Purchasing Advantage
8:00 am to 5:00 am
Main Street Station Social Club



Register

Online at www.ismnv.com

PRESIDENTS CORNER

Collaboration – Hottest Buzz Word

For most of us, we have been doing this without labeling it! Supplier collaboration is coming to the forefront as we work together to find solutions that allows the procurement arena to reposition itself as a business "enabler" by doing analysis on spend patterns and delivering those results to business leaders so that they can make educated decisions on meeting the financial goals set forth. By collaborating together, this can be achieved at a much quicker and more efficient pace, which can then allow for more time to work on larger projects that require more time and effort.

Most of us have worked together for quite some time like this and it come out that this is a preferred way of doing business. Millennia's prefer to work like this from the comfort of their home, which is a new way of thinking for most businesses, however it has shown to be very productive. With today's technology, a meeting with multiple people no longer means that we all have to be in the same room physically.

Stop and think back to 10, 20 even 30 years ago....did you ever think that doing business like this would work? If you think like me, I consider this to be controlled chaos. Collaborating together can create a great and exciting work environment that brings solutions to situations that an entire team get to feel involved in, as collaborating opens up the floor to many more for involvement.

Let's start collaborating on how we can grow ISM-NV and have a great time doing it! We are having a meeting in the Reno/Sparks area on September 14, so now is a great time to reach out to your co-workers or people you know who live in that area and invite them!

Cheers,
Dawna Herndon
ISM-Nevada - President

October 18th – Plant Tour "Ethel M Chocolate Tasting Experience"

Come join us as we enjoy the Chocolate Tasting Experience at the Ethel M Factory Store in Henderson!



Includes a bit of education on how chocolate is sourced, refined and produced, as well as the subtleties of chocolate tasting and flavor identification.

Includes the tasting of the Classic Chocolates (Milk Chocolate, Dark Chocolate and White Chocolate!)



We will walk through the exclusive viewing aisle, where we might just catch chocolatiers and machines creating the Ethel M Chocolates that we know and love!

Registration is limited to 25! Register and pay online at www.ismnv.com!

October 25th – One Day Seminar "Purchasing Contract Law: How to Write Performance Agreements"

This seminar will cover the purchasing contract as a means of balancing risk and managing Total Cost of Ownership (TCO) within the corporate realm – both private and public sector. The assertion will be made that purchasing agents need to have core contract expertise, and that overreliance on the legal department can be counterproductive for the purchasing professional, from both a time and results perspective. Students will be given the skills to understand the meaning of all major standard contract clauses and be able to negotiate changes to their benefit and to be able to best capture the agreement between parties, and how to anticipate, recognize, and respond to supplier contract breaches. Corporate purchasing professionals will learn how to slash cycle time associated with negotiating contracts, how to ensure greater compliance to corporate standard Ts and Cs by suppliers, and how to write contracts in such a way as to prevent vs react to supplier excursions, and to have custom remedies already in place in the event an excursion does take place. Students will also learn how to use the contract as an extremely powerful and valuable tool to achieve lowest TCO in supplier negotiations.



Presenter - Omid Ghamami, MBA, CPSCM

Omid is President & Chief Consultant at Purchasing Advantage, a purchasing and supply chain management consulting and training solutions provider. **Since 1995, he has performed consulting, training, and executive coaching for thousands of procurement executives and professionals from 21 different countries in 5 continents** on topics related to the entire spectrum of purchasing, supply chain management, purchasing contract law, negotiations, and supplier management.

Details and registration at www.ismnv.com



CPSM Re-Certification

Corey Johnson, CPSM
Pinnacle Entertainment

Kris Blake, CPSM
Clark County School District

Christine Grommons, CPSM
Las Vegas Convention and Visitors Authority

C.P.M. Re-Certification

Andra Babigian, C.P.M.
Micro Focus



**ISM-Nevada welcomes the following
New Members!**

Terry Anderson – Hufcor

Maves Dene – Southwest Gas

Jessica Gerodias – Southwest Gas

Jean Hutton – Clark County Water Reclamation District

Tom Maino – Clark County Water Reclamation District

Norvel McDonald – Nikris Enterprises LLC

Douglas Moore – Clark County Water Reclamation District

Deborah Pryor – Hufcor

Raj Tumber

Christopher Young - Timet

ISM-Nevada is on  and 

*Log into your Facebook or LinkedIn account and search for
ISM-Nevada under **Groups**.
Connect with us today!*

YOU DON'T KNOW WHAT YOU DON'T KNOW

Submitted by Carol Poindexter, C.P.M., CPPPO

The following sample test questions were developed for those procurement professionals interested in acquiring their CPSM and CPSD professional credentials. These and other questions are posted in the CPSM Exam Review workbook published by the Institute for Supply Management.



Question 1

Dubai, in the United Arab Emirates, has been on a building boom fueled by the money pouring in from oil revenues. Your company, based in the U.S., is a provider of green building products, and the government in Dubai has expressed an interest in them.

Dubai, however, would require you to stop selling your products to Israel, the subject of an Arab League boycott. The prospects for sales to Dubai far outweigh those to Israel, so the sales vice president is considering complying with the request.

What would you advise the sales vice president to consider as he goes through his decision-making process? (Task 1-C-3)

- (A) It will be more expensive to place a sales and support team into Dubai than it is in Israel, and more difficult to support from a supply point of view.
- (B) Your organization's suppliers might not be able to keep up with the level of demand that Dubai represents.
- (C) Dubai's import regulations are much more intense than are Israel's, and the paperwork extremely voluminous.
- (D) It is illegal to comply with this boycott of Israel, and the request for the organization to do so must be reported to the federal government.

Question 2

Which of the following BEST describes Supplier Managed Inventory (SMI)? (2-A-3)

- (A) Inventory management system related to forecasting and MRP
- (B) Inventory management system related to maintaining stock at appropriate levels
- (C) Inventory management system relating to capacity planning models
- (D) Inventory management system relating to legal contracting

Question 3

Asian Group, Inc.'s CPO has determined there are significant issues with the quality of the plumbing services the company provides to their plants and office buildings worldwide. They have received numerous complaints and requests for either rework or refunds. The quality issues and the potential financial ramifications could significantly affect the firm's shareholder value. Which of the following approaches should the CPO employ to BEST address the situation? (Task 3-A-13)

- (A) Delegate the task to a single subordinate.
- (B) Set up a formal work group.
- (C) Hold a staff meeting and ask the staff to solve the problem.
- (D) Institute an informal work group.

Answers can be found on page last of the Newsletter.

Question 1

Option (D) is correct because the United States does not sanction the Arab League boycott of Israel, and thus it is illegal to comply with the request. Moreover, the law requires that the organization report the boycott request or face economic sanctions.



Option (A) is incorrect because, even though it might be true, it would be illegal to sell to Dubai under these circumstances.

Option (B) is incorrect because it would be immoral to comply with the boycott request. The suppliers' ability to react to anticipated demand does not address the issue of illegality.

Option (C) is incorrect because the only consideration in this instance is that it would be illegal and immoral to comply with the boycott request.

Question 2

Option (B) is correct because Supplier Managed Inventory (SMI) is defined as an inventory management system that holds a supplier responsible for ensuring that stock is maintained at appropriate levels in the supply management profession's facility.

Options (A), (C) and (D) are incorrect because Supplier Managed Inventory (SMI) relates to managed inventory.

Question 3

Option (B) is correct because a formal work group refers to a manager's relationship with individuals as members of a formal group. The task group is a specific group established with the CPO as the head of the group with a specific purpose. The CPO should head this group due to the significant financial implications of the quality issues at hand.

Option (A) is incorrect because the CPO needs to be directly involved in a matter of such high financial importance and should not delegate this responsibility.

Option (C) is incorrect because the CPO has not identified anyone on the staff who will be directly involved in or responsible for developing specific solutions and recommendations.

Option (D) is incorrect because informal work groups are generally structured around specific interest patterns, interest, or case of the members. Asian's task group has a specific purpose with a specific structure, as mandated by the CPO.



Join ISM today and become part of a powerful network of 45,000 supply management professionals who lead and shape supply management today and in the future.

To learn more about membership eligibility and types, benefits and application process, please visit Membership Committee Chair Jennifer Hobbs at jennifer.hobbs@newmont.com or the ISM NV website at <http://ismnv.org/join.php>