**SCE** SUPPLY CHAIN EDUCATION

presents:

**CPSM**℠

**CERTIFIED PROFESSIONAL IN SUPPLY MANAGEMENT**

## Live, Virtual Reviews

- ✓ Detailed study materials w/practical examples
- ✓ On-demand audio presentations w/CPSM Alerts
- ✓ Live review sessions via Zoom
- ✓ 1,754 Simulated Exam Questions
- ✓ Average exam pass rate: 85-90%

Why **SCE**?

- ✓ Over 3,000 participants (CPSM & CPIM)
- ✓ 300 Major Corporations/Institutes, Universities including:

MARY KAY COSMETICS · BOEING · HALLIBURTON · MONSANTO · Southwest · Raytheon · TEXAS INSTRUMENTS

verizon · LENNOX · bp · Fender · enterprise rent-a-car · SHELL

ISM institute for supply management · THE UNIVERSITY OF ALABAMA · Missouri State UNIVERSITY

**Dallas, Houston, Nashville, St.Louis, Arizona, New Mexico**

For more details, contact:     Pat Woods 214-301-0543/patwoods@supplychaineducation.com

## Why pursue this credential?

**" According to ISM's *Salary Survey*, professionals that are CPSM credentialed earn 8-10% more than those without."**

The CPSM is a globally recognized professional credential offered by ISM (Institute for Supply Management), the largest Supply Management (SM) association in the world as well as the most respected. Being certified as a CPSM means that the holder has achieved mastery of SM's core competencies. The certification's program's emphasis on the integration of the strategic Supply Chain, along with procurement and SM, prepares the practitioner to move beyond tactical thinking in order to generate strategic solutions and to evolve continually in the rapidly changing SM environment. Since it's inception in 2008 and major revision in 2018, there are approximately 15,000 CPSMs from 68 different countries.

## What is the CPSM made up of?

Three modules/exams:

| **EXAM 1: SM Core**<br>7 areas, 180 question exam | **EXAM 2: SM Integration**<br>7 areas, 165 question exam | **EXAM 3: Leadership/Transform.**<br>6 areas, 165 question exam |
|---|---|---|
| • Sourcing<br>• Category Management<br>• Negotiation<br>• Legal & Contractual<br>• Supplier Relationship Mgmt.<br>• Cost & Price Management<br>• Financial Analysis | • Supply Chain Strategy<br>• Sales & Operations Planning<br>• Demand Planning/Forecasting<br>• Product & Service Develop.<br>• Quality Management<br>• Logistics & Materials Mgmt.<br>• Project Management | • Leadership & Business Acumen<br>• Strategy Development<br>• Stakeholder Engagement<br>• People Development & Coaching<br>• Risk & Compliance<br>• Social Responsibility & Ethics |

## What is required to obtain the CPSM?

✓ Pass all three exams

✓ Three years experience with a 4-year Bachelors Degree

✓ Five years experience without the Degree

## What is required to maintain the CPSM?
Obtain 60 CEHs every three years.

# The SCE Six Step Approach to CPSM Certification

| 1. Review detailed study materials | 2. Listen to audio presentations w/slides | 3. Answer practice exam questions | 4. Complete DADDs, IQs & SETs | 5. Participate in live Zoom sessions | 6. Take the Simulated Practice Exam |
|---|---|---|---|---|---|

**Note: you will complete these steps for each module and then take the external exam now offered on-line through <u>Pearson Vue Testing Centers</u>.**

## Meet Your Presenter

### Patrick S. Woods, CPSM, CPSD, C.P.M., CPIM

For the past 30 years, Patrick S. Woods has had the phenomenal opportunity to to work with over 300 corporations in the U.S., Middle East, Africa, Russia, Asia Asia, Netherlands, Turkey and Central America in various facets of SCM, including training certifications and consulting solutions. Patrick is Past President ISM-Dallas (one of the largest chapters in the U.S.) and under his leadership, this organization won the *Affiliate Excellence* Award.

Patrick is a former adjunct professor at the University of North Texas specializing in logistics, marketing & transportation. He is now working with Missouri State University to deliver timely Masterclasses globally on their behalf. His expertise includes extensive knowledge of ERP, inventory management, international procurement and leading cross-functional teams, including buyers & engineering/SCM professionals. He has implemented, taught and achieved results for two Fortune 100 firms in both Michigan State University and A.T. Kearney strategic procurement methodologies.

Patrick has coined the term: EDUTAINMENT where he blends key educational points from industry best practices with a gentle sense of humor. Participants learn concepts that they can quickly apply the very next day after the training, but have fun doing so! Come see for yourself and join him for this exciting CPSM Review! To conclude, Patrick was e-Learning, live virtual before it was cool! He launched his first version of on-line certification training programs over 20 years ago and as noted previously, approx. 3,000 SM/SCM professionals have benefited from his trainings. Patrick is a firm believer that a major challenge/deliverable in review programs is to make you a good question strategist/test-taker. That is why his programs spend a large amount of time on test-taking methodologies.

For more details, contact:     Pat Woods 214-301-0543/patwoods@supplychaineducation.com

This is one example of the **1,754** Simulated Exam Questions

**?**

SIMULATED EXAM QUESTION

In a tight paper market, which of the following approaches will MOST likely assure a buyer of adequate supplies at competitive prices?

A) Using Lead Division contracts
B) Timely purchases at the spot market
C) Supplier partnerships
D) Transferring from virgin to recycled products

What is this <span style="color:red">Question</span> really asking?

In a tight paper market, which of the following approaches will MOST likely assure a buyer of adequate supplies at competitive prices?

This question style presents the trigger word: "MOST" which means that one choice should rise to the top.

In most cases, you can back into the answer through the <span style="color:red">process of elimination</span>.

**?**

Question #1 – <u>Answer Methodology</u>

A) Using Lead Division contracts
B) Timely purchases at the spot market
**C) Supplier partnerships**
D) Transferring from virgin to recycled products

In a tight market, suppliers are likely to have more loyalty to current customers rather than new customers. One of the main advantages of supplier partnerships is a dependable supply of quality products at competitive prices. Spot buying is the practice of buying a set commodity, usually raw materials, on the open market at current prices. Lead-division contracts are those in which the company's division uses the greatest amount of specific commodity arranges the contract. Transferring to recycled products is an environmentally desirable option but not one that is likely to assure the buyer of adequate supplies in a tight market. The correct answer is **(C).**