

## Upcoming Events

### January

- 11 – Dinner Meeting** – “Six Secrets of the Hidden Job Market”

### February

- 3 – C.P.M. Review – Module 1**

- 8 – Dinner Meeting**

- 8 – Satellite Seminar**  
“Critical Business Skills for Effective Supply Chain Leaders”

- 10 – C.P.M. Review – Module 1**

### March

- 8 – Dinner Meeting**

- 9 – Seminar** – “Negotiation Skills for the Supply Management Professional”

- 10 – C.P.M. Review – Module 2**

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## January 11, 2007 Meeting

### “Six Secrets of the Hidden Job Market”

If you're looking for a new job, chances are you're saying or thinking things like:

*“It's hard to find a good job.” “The economy stinks.” “No one is hiring.” “I'm over 40 – who would hire me?” “Looking for work is a full-time job, and no one ever said it was easy.”*

The problem is not the economy, your age or the lack of jobs that's keeping you unemployed or underemployed. It's actually your attitudes and beliefs about yourself, the job hunting process and the people you'll encounter, along with the job hunting techniques you've been using that are actually working against you.

**Annual Joint Meeting with APICS.** ISM-Dallas welcomes North Texas APICS to their annual joint dinner meeting on January 11, 2007. It has almost become a tradition for both groups to meet together in January each year.

**Speaker: Janet White, President, You're Hired Enterprises**



**Janet White**, author of *Secrets of the Hidden Job Market: Change Your Thinking to Get the Job of Your Dreams*, will discuss some of the most commonly-held beliefs and assumptions about job hunting. She'll explain why it's important to be aware of what you're thinking and saying, and share some simple techniques to help you attract the job of your dreams.

A self-described career hopper who is now happily self-employed, Janet White has gotten every job she really wanted for more than 30 years. She is president of Plano, Texas-based Bariatrics Unlimited, LLC, a provider of medical equipment for the obese to healthcare facilities nationwide.

A former commercial real estate writer and publicist in New York and Dallas, Ms. White has been teaching the Contrarian System since 1996.

**Tech Session – Networking with your Peers**

**Time:** 5:30 – 6:15 pm - Tech Session

6:30 pm – Dinner Meeting and Speaker

**Where:** Crowne Plaza, 14315 Midway Rd. Addison, TX.

**Cost:** \$25 members and guests, \$10 students

**RSVP Online at [www.ismdallas.org](http://www.ismdallas.org)**

or leave a message at 972.392.7922  
before January 9<sup>th</sup> at 12 noon

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## President's Corner

Jim Hogan, C.P.M., CPIM  
President, ISM-Dallas

### 2006 Year in Review – ISM Dallas events and accomplishments:

- **January** – “Update on Texas Economy,” Mine Yucel, VP, Federal Reserve Bank Dallas, joint meeting with APICS
- **February** – “Fireside Chat on City of Dallas,” Ryan Evans, Assistant Dallas City Manager, MWBE Month
- **March** – “Procurement the Southwest Way,” Ray Sears, VP Purchasing Southwest Air Lines, Supply Management Month
- **April** – “Logistics panel”, panelists from TI, Expeditors International and Commercial Metals
- **May** – “Risk Management, How to Execute Effectively,” Dr. Dean Kashigawi, Arizona State University, joint meeting with PMI
  - International ISM Conference in Minneapolis
    - ISM Dallas recognized as ISM Affiliate of the Year
    - Mary Walker awarded ISM Volunteer of the Year
    - Jim Gomes awarded ISM Creativity/Innovation Person of the Year
- **June** – “The OPERA Principle, Winning Attitude and Approach to Business Solutions,” Stu Schlackman
- **July** – “Strategic Supply Management,” Kathy Jobkar, Allegheny Technologies
  - ISM Dallas Leadership Training Workshop in Baltimore, Maryland
- **August** - “Effective Financial Decision Making and the Supplier Selection Process,” Lucian Conway, PhD, CPA, Conway Consulting
- **September** – “Supplier Trade Show”, 35 suppliers in attendance
- **October** – “CPSM Update”, Christine Foster, ISM International Office, Tempe, Arizona
- **November** – “Creating and Managing Global Commodity Teams,” The Forefront Group
- **December** – No Dinner Meeting for Holidays

### 2007 Year in Preview, first half events:

- **January** – “Six Secrets of the Hidden Job Market,” Janet White, President, Your Hired Enterprises, joint meeting with APICS
  - **February** – MWBE Month, special dinner meeting quest speaker
    - ISM Dallas Semi-Annual Planning Session
  - **March** – Supply Management Month, “Negotiation Skills for the Supply Management Professional Seminar”
  - **April** – TBD, topics of interest are International Sourcing, Logistics, Cost Analysis
  - **May** – “Getting the Edge,” Christina Tibbets-Randle
    - International ISM Conference in Las Vegas, Nevada
  - **June** – TBD, topics of interest are New Product Development, Project Management
- Plus;
- C.P.M. Review Classes
  - Satellite Seminars
  - ISM Seminars hosted in Dallas, TX

## New Members November 2006

Amy E. Beare, Federal Reserve Bank of Dallas  
Perry M. Penn, United States Postal Service

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**SAVE THE DATE! MARCH 9, 2007****Negotiation Skills for the Supply Management Professional**

Mark your calendar now to attend ISM-Dallas' first all-day Negotiations Seminar. This promises to be a "can't miss" opportunity to enhance your negotiations skills and earn 7 Continuing Education Hours (CEH) toward C.P.M. or A.P.P. recertification. The full-day program will be tailored specifically for the Supply Management professional and presented by a well-known expert in the field of negotiations. Highlights include:

- The Heart of the Negotiation
- Supplier Relationship Management
- Negotiation Planning and Preparation

Register today at [www.ismdallas.org](http://www.ismdallas.org)

Please note! Company sponsorships are available now.

Contact Jim Gomes, VP Education at (817) 903-7320 for more information.

**A.P.P. Program Changes Feb. 28, 2007**

ISM is discontinuing the Accredited Purchasing Practitioner (A.P.P.) program. February 28, 2007 is the date by which candidates must postmark their A.P.P. Original & Original Lifetime application. If candidates postmark their application after February 28, 2007, they will never be able to become an A.P.P.

The A.P.P. Exam is no longer offered. However, candidates do not need to take the A.P.P. Exam in order to apply for the A.P.P. Candidates can simply register for C.P.M. Modules 1 and 2 instead. C.P.M. Exam modules can be applied toward the A.P.P. designation (and vice versa). And while candidates have to take the C.P.M. Exam, they are not obligated to pursue the C.P.M.

Under current ISM policy, candidates who wish to reaccredit may continue to do so — even after February 28, 2007.

For more details on changes to the A.P.P. program, check out the FAQs section on the ISM Web site at [www.ism.ws](http://www.ism.ws).

**February 2007 Satellite Seminar Looks at Critical Business Skills**

To be successful in today's complex business environment, supply managers are challenged to reach beyond traditional business functions such as finance, marketing and procurement and into operations, customer relationship management and process design. ISM's next satellite seminar, "**Critical Business Skills for Effective Supply Chain Leaders**," looks at the skills top management identifies as critical today and their implications for supply professionals.

Join us for this satellite seminar on **Thursday, February 8, 2007** at 9 am to learn how skills such as critical thinking, interpersonal skills, time management and motivation have become imperative for today's supply management leaders.

**LOCATION:** Texas Instruments, 7800 Banner Dr., Dallas, TX 75251 (also see map link on ISM-Dallas Events Calendar)

**REGISTRATION:** Online at [www.ismdallas.org](http://www.ismdallas.org)

**COST:** Members: \$25, Non-members: \$50, TI employees – no charge

## News and Notes

### Exam Specifications for New CPSM Qualification Now Posted to Web Site

The exam specifications for ISM's new qualification are now posted on the ISM Web site at [www.ism.ws/files/Certification/NewQualExamSpec.pdf](http://www.ism.ws/files/Certification/NewQualExamSpec.pdf).

Another way to access the exam specs and other information regarding the new qualification is to go to the ISM Home Page, select the Professional Credentials tab, then Qualification Information. Please contact the Certification Department at [certification@ism.ws](mailto:certification@ism.ws) if you have any questions.

### ISM 92nd Annual International Supply Management Conference and Educational Exhibit

Plan now to attend ISM's 92nd Annual International Supply Management Conference and Educational Exhibit, May 6-9, 2007 in Las Vegas. Register on line at [www.ism.ws](http://www.ism.ws).

### C.P.M. Exam Fees Increase

C.P.M. Exam Fees Increase in 2007 - beginning January 1, 2007 exam fees will increase \$10. ISM Member - Domestic = \$130, Nonmember - Domestic = \$190.

### Forgot To Pay Your Renewal Dues?

Did you forget to renew your membership in ISM-Dallas by paying your dues on December 31<sup>st</sup>? You have until January 5, 2007 to get your invoice paid to ISM (ISM National is billing our dues now). Don't delay.....pay before your membership is dropped!

## C.P.M. Review Classes

<b>C.P.M. Module 1: Purchasing Process</b>	<b>C.P.M. Module 3: Supply Environment</b>	<b>C.P.M. Module 4: Value Enhanced Strategies</b>	<b>C.P.M. Module 2: Management</b>
Saturday, <b>February 3 &amp; 10, 2007</b> 8AM - 5PM	<b>Saturday, March 10, 2007</b> 8AM - 5PM	<b>Saturday, April 14, 2007</b> 8AM - 5PM	<b>Saturday, May 12, 2007</b> 8AM - 5 PM
14 C.P.M. Hours	7 C.P.M. Hours	7 C.P.M. Hours	7 C.P.M. Hours
\$290.00 ISM-Dallas Members \$350.00 Non-Members	\$145.00 ISM-Dallas Members \$175.00 Non-Members	\$145.00 ISM-Dallas Members \$175.00 Non-Members	\$145.00 ISM-Dallas Members \$175.00 Non-Members
Covers tasks ISM-identified tasks related to identifying requirements, preparing solicitations, supplier analysis, contract execution, implementation & administration.	Covers ISM-identified tasks related to value-enhancement strategies: Sourcing analysis, Supply/inventory management; Value-enhancing methods; Forecasting & strategies	Covers ISM-identified tasks related to value-enhancement strategies: Sourcing analysis, Supply/inventory management; Value-enhancing methods; Forecasting & strategies.	Covers ISM-identified tasks related to the supply environment: Negotiation; Information Technology; Quality; & Business Relationships.

If you attend a C.P.M. course presented by ISM-Dallas and fail the exam you may re-take the course at a nominal charge. The provisions are that 1) You must take the next available test after the first class, or take the test within four months. 2) You must pay a \$25.00 fee to re-take the class (for lunch) 3) You must register for the next available class and you may attend on a space available basis. 4) Only one "no-charge" class is allowed per module per person.

Register online at [www.ismdallas.org](http://www.ismdallas.org) All classes are held at **Crowne Plaza, 14315 Midway Rd. Addison, TX.** Lunch is included.