

NPEC *Leadership Training Program*

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Welcome & Introductions

- ▶ Introductions
- ▶ Steve Lunden– Welcome to the Pacific Northwest Purchasing Conference
- ▶ Ben Milam, NPEC Chair
- ▶ Schedule & housekeeping
 - Workshop A – group 1 or 2
 - Break
 - Round table discussions
 - Wrap up & Leadership Challenge
- ▶ Questions?

Objectives

- Benefits of Participation
- Maximize our ROI
- Taking a leadership role
 - Time permitting before lunch

Personal Benefits of Participation

- Self Confidence
- Communication & public speaking experience
- Project management
- Budget management & control
- Planning and leading group events
- Fact finding, analysis & reporting
- Leadership, motivation
- Conflict resolution

These acquired skills enhance a resume

Personal Growth Opportunities

- Observe, assist and work with inspirational leaders in action
- Discuss management strategies with senior managers from all over the world
- Interact with respected, renowned and world-class consultants, educators and orators
- Building a Personal – Professional Network
- Awareness of the job climate and changing workforce
- Educational and professional qualifications and management expectations for career growth

Organization Benefits

- Networking
- Sharing best practices
- Observing alternative business processes
- Resources and tools obtained from the ISM web site
- Educational materials to share in the organization
- Professional Development Plan
 - www.mltweb.com/tools/articles/prodev.htm

Personal Value Justification

I think participation in the regional and also in the national conference has been one of the major contributors to my career and success. I've met hundreds of professionals from around the world and in various functions up to and including senior corporate procurement executives. Exchanging information, discussing processes and talking about business issues certainly has helped me be a more valuable contributor.

Justifying The Commitment

Active participation in a professional organization is a positive career choice and directly accrues benefits to our company:

- Directly applicable supply chain techniques and knowledge gained in the workshops
- Process information and best practices shared with other participants
- Expanded network of contacts and business resources that can be called on for specific transaction questions
- Enhanced professional confidence, improved communication skills and expanded career development interests

These justify management support for participation

A Better Description

- As we have discussed in the past “conference” is a misnomer. The event is primarily educational, with a number well-known workshop presenters talking about a variety of Supply Chain topics. The detailed program description shows programs and speakers.
- The Pacific Northwest Purchasing Conference brings together professionals from around the Northwest and Alaska. Participation varies with location – last year was Anchorage and the last time the conference was held in Portland, I believe about 135 people attended. The conference is sponsored by regional affiliates of the Institute for Supply Chain Management (ISM). ISM is the largest association of supply chain professionals with a worldwide membership of about 40,000.

Maximize Your ROI

- Make contacts and add new friends to your professional network
- Expand your professional network.
- Share a communication plan
- Share a commitment to stay in touch
- We are all volunteers
- We are all just doing our best to contribute

- ✓ Jump in
- ✓ Enjoy
- ✓ Grow Your Career

Personal Testimony

- I became involved with ISM in 1980
 - Active participant – not on the sidelines.
- High points in my career were a direct or indirect result of my participation in a friendly working environment with my peers
- Not promising a Rose Garden;
 - a lot of hard work
 - some seriously boring meetings
 - numerous differences of opinion
- Definitely a lot of fun and as I look back on it hundreds of wonderful memories.

Path Forward Challenge

- **How can we continue, develop and use networking and synergy between affiliates?**
- Share issues and discuss with your team back at the affiliate
- Triage with affiliate:
 - separate stuff we “gotta” do from the stuff we “wanna” do
- Automate or minimize the effort spent on the “gottas”
- Spend quality time on the “wannas”.

References & Reading

- Professional Networking Suggestions
 - www.mltweb.com/tools/articles/relate.htm
- How we can be more valuable
 - www.mltweb.com/tools/articles/prodev.htm
- Supply Chain Toolbox
 - www.mltweb.com/tools/tools.htm
- Handouts & Presentations
 - www.mltweb.com/handouts/index.htm

