Certified Professional in Supply Management
Exam Preparation

The Certified Professional in Supply Management (CPSM) credential from the Institute for Supply Management is designed to lead the profession by emphasizing the major components of supply management. The CPSM exam prep course at Elmira College provides an overview of the material covered on the exams with resource articles, case studies and supplemental content developed by subject-matter experts.

Dates: Saturdays: September 12, 26, October 10, 24
Time: 9:00 a.m. - 4:00 p.m.
Location: Elmira College
Cost: $1,199 (includes official CPSM Study Guide, practice exams, morning and afternoon refreshments, and boxed lunch each session. Does not include cost of CPSM exam)

Space is limited!
Register online: elmiracollegece.eventbrite.com
Register as an individual or as a company team.

For offline registration options, contact the Office of Continuing Education and Graduate Studies.

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Certified Professional in Supply Management

Demand for strategic supply professionals is on the rise as managers take on more pivotal roles within organizations. Since the early 1990’s, the profession has witnessed a growing focus on accomplishing strategic goals related to cost and value. In order to be professionally competitive, supply managers must acquire the necessary strategic skills that add value and enable effective alignment with key business functions at the senior management level.

The Certified Professional in Supply Management (CPSM) course covers the main components of supply management such as supply environment and workplace complexities including risk, strategic sourcing, technology and the increased skills needed for supply professionals to drive value in their organizations.

The material covered in the course mirrors the CPSM exam 1: Foundation of Supply Management including information on:

- Contracting and negotiation
- Cost and finance
- International markets
- Social responsibility
- Sourcing
- Supplier relationship management

Instructor
Michael D. Ford, CFPIM, CSCP, CQA, CRE, CQE, ACPF, CPSM is Principal of TQM Works Consulting, based in upstate NY. He provides innovative solutions based on 29 years of experience in retail, distribution, manufacturing, and consulting. His work history includes software implementation, business planning, inventory control, distribution planning and corporate training. He has presented at over 300 industry events to local, regional and international audiences across the US, Canada, Nigeria and S. Africa.

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