

# ISM Overview

## Certified Professional in Supply Management® (CPSM®)

### Eligibility

- Three years of full-time supply management experience (nonclerical, nonsupport) and a regionally accredited bachelor's degree, **OR**
- Five years of full-time supply management experience (nonclerical, nonsupport)

### Exams

Requires passing the following three CPSM exams, taken in any order:

Exam 1 — Foundation of Supply Management

Exam 2 — Effective Supply Management Performance

Exam 3 — Leadership in Supply Management

One year to complete an exam after registering

### Recertification

CPSM is valid for three years before requiring recertification. Because the CPSM is a dynamic credential, ISM requires you to stay current with changes in the supply management field through continuous learning. Before applying for recertification, you will need to earn 60 hours of approved continuing education.

### CPSM Review Classes (local)

ISM-Spokane offers classes that are also available remotely via GoToMeeting. Next module starts Feb 28. <http://ismspokane.org/>

## ISM Mastery Model®

When it comes to achieving Mastery, one size does not fit all. The ISM Mastery Model® uses a customized combination of education, training, and certification to bring practitioners and their companies to maximum performance. Individuals and corporate teams can select from 16 competencies and 69 sub-competencies and are then presented with Mastery Model™ programs and training choices to meet any proficiency gap.

## About ISM

- Worldwide association of Supply Chain managers for over 100 years
- Over 100 local affiliated organizations
- [www.instituteforsupplymanagement.org](http://www.instituteforsupplymanagement.org)

## Membership Options

- **Direct** individual membership in ISM
- **Corporation membership**; a corporation purchases ISM membership for all supply chain personnel across all corporate locations.
- **Local Affiliate Regular** membership in both the local affiliated organization and also ISM
- **Local Associate** membership in the Local organization only, does **NOT include ISM**

## Local Affiliated Organizations

Membership benefits and cost-effective local-interest programs in addition to management and leadership opportunities.

- ISM-Columbia Basin, [www.ismcb.org](http://www.ismcb.org)
- ISM Spokane, <http://ismspokane.org/>
- ISM Western Washington, [www.ismww.org](http://www.ismww.org)
- ISM Portland Vancouver, <http://ismpv.com>

## Professional Advantages

- Programs, seminars, conferences
  - Education resources, books, podcasts
  - Newsletters, [Report on Business](#)
  - Sharing information & leading-edge processes
  - World-wide professional networking
  - Internationally recognized certification
  - Online tools & career development resources
  - Personal growth opportunities
- [www.mltweb.com/tools/imo.htm#Professional\\_association](http://www.mltweb.com/tools/imo.htm#Professional_association)

## Reading & Resources

- [CPSM® Exam Prep for Supply Professionals: for the ISM® CPSM® qualification](#), May 23, 2016 by Mr. Scott R. Sturzl, CPSM, CPSD, C.P.M., Amazon, Paperback
- ML Taylor – In My Opinion [www.mltweb.com/tools/imo.htm](http://www.mltweb.com/tools/imo.htm)
- Supply Chain Toolbox [www.mltweb.com/tools/tools.htm](http://www.mltweb.com/tools/tools.htm)

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## Benefits Browser

ISM members are part of the organization that created the [Mastery Model™](#) and sets the standards in [sustainability and social responsibility](#), and [ethics](#). They also receive extraordinary value, including all of the products and services indicated here. Click each area below to access the latest webinars, intelligence reports, career job posting portal, learning videos, podcasts, and more.

ISM members get exclusive preferred pricing on virtually every event, seminar and product offered.

Additional resources: [Online InfoCenter](#)

## ISM Member Webinars

Only ISM members can join a monthly interactive webinar to ask professional and career questions and get answers! [Learn More](#)

## ISM Webinars

ISM presents numerous webinars throughout the year. Join us to learn about new trends that affect your role in supply management. [Learn More](#)

## Bid Specifications Database

Search ISM's Bid Specifications Database if you need to draft a bid-specification document for your community but don't want to start from scratch. [Learn More](#)

## ROB® Intelligence Report

Find out how each month's ISM Report on Business® economic trend study affects your purchasing strategies. [Learn More](#)

## ISM Career Center

Only ISM members get access to free resume and job openings on the biggest supply management career center anywhere. [Learn More](#)

## Point of View Podcasts

Browse our ever-expanding library of audio podcasts covering a broad spectrum of supply management and general business topics.

[View Podcasts](#)

## INSIDE Supply Management®

ISM members automatically get a subscription to the best magazine of its kind, focused on professional excellence.

[Latest Issue](#)

## ISM Salary Survey

Find out where you and your team stand when it comes to supply management salaries and positions. Free to members only.

[Download Now](#)

## ISM Tools & Templates

Gain access to industry tools, templates and information to help manage the day-to-day responsibilities of your career.

[Learn More](#)

## ISM E-Newsletters

Choose from a range of ISM newsletters that will keep you on top of your game regarding industry trends and breakthroughs.

[Subscribe](#)

## Study Materials and resources

[The CPSM® Study Bundle](#) includes a Diagnostic Practice Exam web or print version, a CPSM® Study Guide and the ISM Professional Series. The CPSM® *Diagnostic Practice Exams* 2nd edition, [web](#) and [print version](#), helps focus study efforts by identifying areas of supply management knowledge that need strengthening.

The [CPSM® Study Guide](#), 2nd edition, 2014, CPSM® Exam Review Courses & Seminars, CPSM® Online Review Courses, CPSM® Self-Study Workbook Courses

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## Mastery Model Sample

Business Acumen > Business Intelligence > Advanced					
<a href="#">View CPSM Specs</a>					
FORMAT	TITLE	DESCRIPTION	LEVEL	PRICE	BUY
Article	Where in the World Will Your Customers Be?	Across the planet, demographic trends are transforming societies, modifying economic patterns, generating new economic and social dependencies, and altering geopolitical balances. The trends also will have significant implications on where...	Advanced	Member: \$0 Non-Member: Member Only	<a href="#">Details/Buy Now</a>
Article	ISM's 2016 Salary Survey	A stronger job market in 2015 helps bump supply management salaries in our latest survey.	Advanced	Member: \$0 Non-Member: Member Only	<a href="#">Details/Buy Now</a>
Article	The State of State Procurement	In this ever-changing world, procurement offices across the globe are continually being asked to rethink the way goods and services are bought. It's no different for state procurement professionals. State...	Advanced	Member: \$0 Non-Member: Member Only	<a href="#">Details/Buy Now</a>
Article	Transferring Knowledge Strategically	To be competitive, organizations must build a lasting and purposeful knowledge-transfer environment in their supply chain ecosystem. All too often, firms focus on one element like customers or suppliers rather...	Advanced	Member: \$0 Non-Member: Member Only	<a href="#">Details/Buy Now</a>
Article	Principles and Practicality: Foreign Trade and the Global Supply Chain Executive	In this guest commentary, author Sean Ryan writes about how rhetoric employed by Hillary Clinton and Donald Trump in 2016 presidential election cycle has jeopardized an international marketplace based on...	Advanced, Mastery	Member: \$0 Non-Member: Member Only	<a href="#">Details/Buy Now</a>

## Assessment Tool



Product Code : MM2-INDIV

### Mastery Model Assessment - Individual

Could you be missing critical skills in your current job? Are you preparing properly to meet the challenges of future positions? Are you targeting the correct competencies when training your employees? Now there is a tool that helps answer all these questions and more.

ISM's exclusive ISM Mastery Model Self-Assessment Tool is perfect for professionals and organizations. It helps measure essential skills across 16 core competencies and 69 sub-competencies and provides a personalized report to identify strengths as well as skill gaps to be closed. An initial test sets a benchmark and the second round of testing (included in the price) measures improvement.

Whether you are a professional trying to create a career roadmap or a supervisor trying to create talent management plans, the ISM Mastery Model™ can put you on the road to success.

## CPSM Exam – sample spec.

### Foundation of Supply Management – Exam 1

The Foundation of Supply Management exam tests several traditional areas of concern for supply management, from a leading-edge perspective, in 165 questions. From contracting and negotiation, cost and finance, and international business, to social responsibility, sourcing and supplier relationship management each task is essential to establish a solid foundation and maintain an effective supply chain within any organization.

Example: exam specification **1-B-3**

Identify savings potential and opportunities and strategies for specific categories through spend analysis. *Knowledge of:*

- 1) Sources of data
- 2) Data mining tools
- 3) Cost baseline
- 4) Implementation processes and outcomes
- 5) Segmentation and categorization of spend