



National Association of Purchasing Management Northwest Indiana



NEWSLETTER



www.napmni.org

March 2008

www.ism.ws

Calendar

March 19, 2008 Wednesday

Educational Meeting- Branding Northwest IN

Professor Paul Trapp, Valparaiso University
Strongbow's Inn
2405 E US 30
Valparaiso, IN 46385

April 16, 2008 Wednesday

Plant Tour- Task Force Tips

2800 E. Evans Ave
Valparaiso, IN 46383

Educational Meeting

Valparaiso Country Club
2501 Country Club Rd
Valparaiso, IN 46383

May 21, 2008 Wednesday

Educational Meeting- Election- Marty Harper Award

T. J. Maloney's (Holiday Star & Radisson Hotel)
I-65 & US 30 800 E 81st Ave.
Merrillville, IN 46410



President's Pen

by Pam Hale, C.P.M.

Dear NAPM-NI members,

I want to thank Patty Grove for arranging our February speaker. There were many little things that hindered February's meeting from running smoothly. But Patty, Tim, Debra, Sharon, and Charlie, all helped while I was out of town on business. Thank you for your help. Also, I want to thank Jim Grady for helping with the scholarship presentation. Plus, thank you to Edie Felton and Jim Grady for all your hard work with the Scholarship Committee. The Scholarship Committee will continue to

work with David, so he can provide a speaker for one of our up-coming meetings for the 2008-2009 meetings.

NAPM-NI has 3 more meetings – please try to make all 3 meetings. Also, I know that everyone's life is too hectic already with work, family, friends, other organizations, etc. But NAPM-NI needs you, too. The time is minimal and the rewards are huge. If anyone is interested in volunteering for a board position, please contact any of the current Board members or me. We need YOU.

I was glancing through the Inside Supply Mgmt., December 2007 issue. OK – I backlogged. There is an interesting article "Give Advice Sparingly" written by Mark Murphy. This article provides you with 5 reasons why you should think twice before giving advice. Plus, it gives us insight into why we like to offer advice.

The first reason is too judgmental. You may be portraying yourself as being smarter or the other person may look at it from their perspective of why is this person giving me advice when they should clean their own mess first.

The next reason is directive. Now, if you are the boss, being directive is fine if you are telling the employee exactly what to do. The rule to follow here is if you're telling an employee something that is not optional, be honest. Be clear in what you are saying.

The third reason is inflexible. There are 2 choices - the person can take the advice or ignore it. When taking the advice, the person needs to acknowledge that they're doing something wrong and you're right. This result is hard to do – not very many people can admit to making a mistake. The flip side of that is when the person ignores the advice; they may hear "I told you so", which is not good either. Therefore – inflexibility happens.

The next reason is narcissistic. People give advice for many reasons – to show how smart they are, to prevent feelings of being left out; or to feel needed.

The final reason is unsolicited. Usually people do not want the advice.

The key to giving advice is to be sensitive to those you are giving the advice to – put yourself in their place. Be

honest, tactful, non-judgmental, flexible, non-defensive, and open. If you are the one asking for advice, be prepared for an answer. It may not be given as tactfully as you want it though. Remember, the title of this article is "Give Advice Sparingly." Now when I ask for advice, I'll be better prepared on how to receive and respond to the person giving it.

Hope to see everyone at the March meeting. Take care.
Pam

Wednesday March 19, 2008

Please plan on joining us at Strongbow's Inn in Valparaiso to hear Professor Paul Trapp, from Valparaiso University for an discussion on Branding Northwest Indiana. This should prove to be a wealth of information for all of us! Please make your reservations on-line now at the NAPM-NI website.

March Is National Purchasing Month-

What exactly is National Purchasing Month? Good question! Since we set a whole month aside for this it must be important. Look at how much the purchasing profession has changed in the last five years, ten years, and for some of us, the last twenty years. We have gone from typing PO's to e-exchange. We have gone from Thomas Registers to e-searches. We have gone from the three martini lunches to hardly a lunch at all now. Purchasing has finally been recognized as that value added sector of the business that contributes directly to the bottom line. Purchasing has had a revolution and an evolution in the way we do business. Our ethics and standards are high, our education continues to grow. We are now certified that we know our profession.

Maybe that is why it takes a whole month to celebrate, just like one of our member's birthday! There is a lot to celebrate, and part of that celebration is continuing to get the word out. It is not like most of us in this profession, but we need to boast about what we do. And the impact we have in the global economy. Last month we talked about the Report on Business. Remember, that report is compiled by us, purchaser's, and is monitored, studied, digested by the rest of the financial and business world.

Gain Recognition For Your Organization For Its Social Responsibility Efforts

What is your organization doing to be socially responsible? Do you have a supplier and/or workforce diversity program? Does your organization support the community financially or through employee volunteer efforts? Does your organization have a code of ethics? Is your organization instituting processes to protect the environment or promote health and safety? The ISM *Principles of Social Responsibility* encompass seven areas — community, diversity, environment, ethics,

financial responsibility, human rights and safety. Since the launch of the ISM Social Responsibility initiative four years ago, a growing number of organizations have told us that various elements of the ISM *Principles of Social Responsibility* are embedded in their own policies and procedures, and have signed on to support the initiative. Organizations that have notified us that they foster social responsibility are recognized in a special area of the ISM Web site at www.ism.ws/SR/Supporters.cfm. By clicking on the logos for any of these organizations, you can view their Web pages to see examples of how they are practicing social responsibility.

To gain recognition for your organization's social responsibility efforts and add your organization to this ever-growing list, we invite you to complete the online Fostering Form at www.ism.ws/SR/FosteringForm.cfm.

93rd Annual International Supply Management Conference

Mark Your Calendar for the 93rd Annual International Supply Management Conference and Educational Exhibit

On May 20, 1927, Charles Lindbergh took off from Roosevelt Airfield in Long Island, New York, in his *Spirit of St. Louis* airplane and made a successful touchdown almost 34 hours later at the Le Bourget Aerodrome in Paris, France. This was the first nonstop solo trans-Atlantic flight and was also the first nonstop flight from New York to Paris. Since then, the *Spirit of St. Louis* has come to represent the vision and dedication needed for great achievements. *The Spirit of St. Louis* continues today at the ISM 93rd Annual International Supply Management Conference on May 4-7, 2008 in St. Louis, where the Certified Professional in Supply Management (CPSM) qualification will officially take off.

Mark Your Calendar 2008 Summer Leadership Workshops

ISM's Summer Leadership Workshops will be held as follows:

Charlotte, NC, June 27-28, 2008
www.visitcharlotte.com

Boston, MA, July 25-26, 2008
www.bostonusa.com

Las Vegas, NV, August 1-2, 2008
www.visitlasvegas.com

ISM's Leadership Training Workshops are tailored specifically for affiliate leadership. The workshops offer invaluable networking opportunities as well as sessions addressing the tactical, strategic and interpersonal training necessary to run a successful affiliate.

Remember, April is our Plant Tour of Task Force Tips in Valparaiso! Mark your calendar now to attend! More information to come next month!

NAPM-NI Employment Opportunities

We continue to receive employment opportunities which we share with those members interested. I would like to update the list of those who wish to receive these notifications. If you are interested, please send an e-mail to me at ttimm@csinet.net.

Thanks

Tim