

DATE	LOCATION	CSSL THEME AND SESSION TITLES
August 2009	Chicago, IL	<p>Distressed Supply Chain Recovery: Powered by Financially Savvy Supply Decisions</p> <ul style="list-style-type: none"> • Distressed Supply Chain Recovery: Powered by Financially Savvy Supply Decisions • Managing Suppliers in a Distressed Economy • Another Perspective: Asian Influence on Supplier and Employee Relationships in Difficult Times • Bankruptcy and Legal Issues • Insights on Supplier Risk Management from Pfizer • Measuring Value from Procurement • Planning for the Recovery -- Now What?
December 2008	Phoenix, AZ	<p>Supply Leadership: Innovation and Transformation</p> <ul style="list-style-type: none"> • Innovation and Transformation: The Next Supply Capabilities • Innovation and Supply Chain Transformation • A.T. Kearney Perspective on Open Innovation • Supply Management's Role in Transforming the Cost-Basis of the Enterprise • Transforming Procurement and Supply Management • Idealized Design: A Proven Method for Achieving Transformative Innovation
August 2008	Chicago, IL	<p>Key Supplier Collaboration</p> <ul style="list-style-type: none"> • Framing the Opportunity to Move From an Event-Based Sourcing Mindset to an Ongoing Supplier Management Mindset • Approaches for Driving Collaborative Value With Key, Embedded Suppliers • Becoming Recognized by Your Customers as Their Best Supplier Using Lean Practices • Supplier Relationship Management Maturity Model: A Roadmap From the Inception of a Program to World Class Maturity • Identifying and Enriching Key Suppliers at United • Transforming Trading Relationships into Partnerships: How to Make Collaboration with Key Suppliers a Reality
April 2008	Arlington, VA	<p>Social Responsibility and Sustainability in Supply</p> <ul style="list-style-type: none"> • Social Responsibility and Sustainability: What Does it Mean for Supply Management? Issues for CPOs to Consider When Setting Up a Global Sustainability Program • How to Successfully Use Lean Techniques to Effectively Drive the Greening of Your Procurement Operations and Supply Chain • Benchmarking Sustainability: Global Survey Results and Your Own CSSR Efforts • Social Responsibility and Sustainability: Co-benchmarking • Building a Sustainable Supply Chain: From Renewable Energy to "Green" and Socially Responsible Suppliers • Social Responsibility and Sustainability as a Leadership Opportunity

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December 2007	Santa Monica, CA	The Strategic Agenda and Long Range Plan - Development and Deployment <ul style="list-style-type: none"> • Just What is the Strategic Organization? • One Company's Move to Making Global Procurement a Strategic Focus • Where Do You Fit In the Five Stages of Strategic Emphasis • Five Core Disciplines of Supply Chain Management • Transformation Plan Based on the House of Procurement - How Do I Get There?
July 2007	Chicago, IL	Identifying and Driving Supply Initiatives <ul style="list-style-type: none"> • Succeeding in a Dynamic World: Supply Management in the Decade Ahead presentation • Capturing Innovation from Suppliers • International Purchasing Offices • Increasing the Span of Supply • Identifying and Prioritizing Strategic Initiatives Through Innovation Methodology, Creativity, and Business Case Development • Capabilities of Supply / Moving Initiatives Forward
March 2007	Tucson, AZ	Impacting the Supply Management Profession: Charting and Navigating Strategies for CPO and Your Team's Evolution <ul style="list-style-type: none"> • Talent Management Framework • Coaching—Using Executive Coaching for Your Own Career Progression and The CPO Acting as Coach for Staff Development • Developing Supply Chain Leadership Experience / What Companies Want in a Supply Chain Leader • CPO to CEO Framework • Executive Search • Discussion; Succession Planning and Program Close
December 2006	Atlanta, GA	Major Cost and Spend Category Strategies <ul style="list-style-type: none"> • The Many Dimensions of Corporate Spend • Overall Category Management Framework • Spend Data Management Trends • Temporary Labor Category Management Leadership Practices and Tools • One Size Sourcing Strategy Does Not Fit All: Assessing and Selecting the Right Category Strategy • Supplier Segmentation • Total Cost: A Real Opportunity to Save • What Can We Do with the "Spend" Once We Ascertain It?
August 2006	Chicago, IL	Supply as a Value Driver: Extending Your Business Reach Through Successful Linkages <ul style="list-style-type: none"> • Supplier Relationships Framework • The Toyota Way: 14 Management Principles from the World's Greatest Manufacturer • Global Outsourcing Relationships • The Four Columns of Collaboration: Toyota's Supplier Relations Philosophy and Practices • Developing Suppliers Throughout the Supply Chain • Moving Forward in Supplier Relationship Development Program Summary

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March 2006	Tempe, AZ	Discovering Your Organization's Future: Defining Supply for the Remainder of the Decade
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- Current Research on the Field
CEO Interviews on Supply Initiatives That Get Their Attention
- Where is Globalization Going?
- Leading the Practice of Supply Management at Delphi
- Implementing Extreme Cost Savings
- The People Aspect of Supply Management
- Supplier Collaboration for Innovation in 21st Century Manufacturing

March 2006	Tempe, AZ	Supply as a Financial Driver
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- The Financial Supply Chain
- CPOs and CFOs Working Together
- Working in a Financially Stressed Environment from a CPO and Supplier Point of View
- Developing Relationships Internally and With Suppliers to Aid in Implementing Cost Leadership Initiatives Across the Organization
- Getting Beyond Price to Being a Cost Driver in Business and Product Design

EARLIER PROGRAMS:

December 2005	Miami, FL	• Charting and Navigating the Pathways for CPO Evolution
August 2005	Chicago, IL	• Organizing Supply to Serve and to be Heard
August 2005	Chicago, IL	• Strategy: Bridging the Gap Between Development & Execution
April 2005	Atlanta, GA	• Next Generation Strategic Sourcing
December 2004	New York, NY	• Strategies for 21st Century Supply Management
August 2004	Chicago, IL	• Organizing Supply Management to Serve and to be Heard