

# Past CSSL Programs

Date	Location	Program and Session Titles
August 2009	Chicago, IL	<p data-bbox="719 369 1403 436"><b>Distressed Supply Chain Recovery: Powered by Financially Savvy Supply Decisions</b></p> <ul data-bbox="719 449 1403 800" style="list-style-type: none"> <li data-bbox="719 449 1403 516">• Distressed Supply Chain Recovery: Powered by Financially Savvy Supply Decisions</li> <li data-bbox="719 520 1403 554">• Managing Suppliers in a Distressed Economy</li> <li data-bbox="719 558 1403 625">• Another Perspective: Asian Influence on Supplier and Employee Relationships in Difficult Times</li> <li data-bbox="719 630 1403 663">• Bankruptcy and Legal Issues</li> <li data-bbox="719 667 1403 701">• Insights on Supplier Risk Management from Pfizer</li> <li data-bbox="719 705 1403 739">• Measuring Value from Procurement</li> <li data-bbox="719 743 1403 800">• Planning for the Recovery -- Now What?</li> </ul>
December 2008	Phoenix, AZ	<p data-bbox="719 846 1430 879"><b>Supply Leadership: Innovation and Transformation</b></p> <ul data-bbox="719 892 1430 1226" style="list-style-type: none"> <li data-bbox="719 892 1430 959">• Innovation and Transformation: The Next Supply Capabilities</li> <li data-bbox="719 963 1430 997">• Innovation and Supply Chain Transformation</li> <li data-bbox="719 1001 1430 1035">• A.T. Kearney Perspective on Open Innovation</li> <li data-bbox="719 1039 1430 1106">• Supply Management's Role in Transforming the Cost-Basis of the Enterprise</li> <li data-bbox="719 1110 1430 1144">• Transforming Procurement and Supply Management</li> <li data-bbox="719 1148 1430 1226">• Idealized Design: A Proven Method for Achieving Transformative Innovation</li> </ul>
August 2008	Chicago, IL	<p data-bbox="719 1272 1430 1306"><b>Key Supplier Collaboration</b></p> <ul data-bbox="719 1318 1430 1787" style="list-style-type: none"> <li data-bbox="719 1318 1430 1386">• Framing the Opportunity to Move From an Event-Based Sourcing Mindset to an Ongoing Supplier Management Mindset</li> <li data-bbox="719 1390 1430 1457">• Approaches for Driving Collaborative Value With Key, Embedded Suppliers</li> <li data-bbox="719 1461 1430 1528">• Becoming Recognized by Your Customers as Their Best Supplier Using Lean Practices</li> <li data-bbox="719 1533 1430 1600">• Supplier Relationship Management Maturity Model: A Roadmap From the Inception of a Program to World Class Maturity</li> <li data-bbox="719 1604 1430 1638">• Identifying and Enriching Key Suppliers at United</li> <li data-bbox="719 1642 1430 1787">• Transforming Trading Relationships into Partnerships: How to Make Collaboration with Key Suppliers a Reality</li> </ul>

Date	Location	Program and Session Titles
April 2008	Arlington, VA	<p data-bbox="721 247 1414 275"><b>Social Responsibility and Sustainability in Supply</b></p> <ul data-bbox="721 327 1414 842" style="list-style-type: none"> <li data-bbox="721 327 1414 443">• Social Responsibility and Sustainability: What Does it Mean for Supply Management? Issues for CPOs to Consider When Setting Up a Global Sustainability Program</li> <li data-bbox="721 464 1414 548">• How to Successfully Use Lean Techniques to Effectively Drive the Greening of Your Procurement Operations and Supply Chain</li> <li data-bbox="721 569 1414 621">• Benchmarking Sustainability: Global Survey Results and Your Own CSSR Efforts</li> <li data-bbox="721 642 1414 695">• Social Responsibility and Sustainability: Co-benchmarking</li> <li data-bbox="721 716 1414 768">• Building a Sustainable Supply Chain: From Renewable Energy to “Green” and Socially Responsible Suppliers</li> <li data-bbox="721 789 1414 842">• Social Responsibility and Sustainability as a Leadership Opportunity</li> </ul>
December 2007	Santa Monica, CA	<p data-bbox="721 915 1414 978"><b>The Strategic Agenda and Long Range Plan - Development and Deployment</b></p> <ul data-bbox="721 999 1414 1283" style="list-style-type: none"> <li data-bbox="721 999 1414 1031">• Just What is the Strategic Organization?</li> <li data-bbox="721 1041 1414 1094">• One Company's Move to Making Global Procurement a Strategic Focus</li> <li data-bbox="721 1115 1414 1167">• Where Do You Fit In the Five Stages of Strategic Empahsis</li> <li data-bbox="721 1188 1414 1220">• Five Core Disciplines of Supply Chain Management</li> <li data-bbox="721 1230 1414 1283">• Transformation Plan Based on the House of Procurement - How Do I Get There?</li> </ul>
July 2007	Chicago, IL	<p data-bbox="721 1356 1414 1388"><b>Identifying and Driving Supply Initiatives</b></p> <ul data-bbox="721 1409 1414 1738" style="list-style-type: none"> <li data-bbox="721 1409 1414 1461">• Succeeding in a Dynamic World: Supply Management in the Decade Ahead presentation</li> <li data-bbox="721 1482 1414 1514">• Capturing Innovation from Suppliers</li> <li data-bbox="721 1524 1414 1556">• International Purchasing Offices</li> <li data-bbox="721 1566 1414 1598">• Increasing the Span of Supply</li> <li data-bbox="721 1608 1414 1692">• Identifying and Prioritizing Strategic Initiatives Through Innovation Methodology, Creativity, and Business Case Development</li> <li data-bbox="721 1713 1414 1738">• Capabilities of Supply / Moving Initiatives Forward</li> </ul>

Date	Location	Program and Session Titles
March 2007	Tucson, AZ	<p data-bbox="721 285 1409 380"><b>Impacting the Supply Management Profession: Charting and Navigating Strategies for CPO and Your Team's Evolution</b></p> <ul data-bbox="721 401 1409 730" style="list-style-type: none"> <li data-bbox="721 401 1149 428">• Talent Management Framework</li> <li data-bbox="721 443 1409 537">• Coaching—Using Executive Coaching for Your Own Career Progression and The CPO Acting as Coach for Staff Development</li> <li data-bbox="721 548 1409 611">• Developing Supply Chain Leadership Experience / What Companies Want in a Supply Chain Leader</li> <li data-bbox="721 621 1065 648">• CPO to CEO Framework</li> <li data-bbox="721 659 980 686">• Executive Search</li> <li data-bbox="721 701 1409 730">• Discussion; Succession Planning and Program Close</li> </ul>
December 2006	Atlanta, GA	<p data-bbox="721 800 1409 827"><b>Major Cost and Spend Category Strategies</b></p> <ul data-bbox="721 848 1409 1262" style="list-style-type: none"> <li data-bbox="721 848 1276 875">• The Many Dimensions of Corporate Spend</li> <li data-bbox="721 890 1276 917">• Overall Category Management Framework</li> <li data-bbox="721 932 1166 959">• Spend Data Management Trends</li> <li data-bbox="721 974 1409 1037">• Temporary Labor Category Management Leadership Practices and Tools</li> <li data-bbox="721 1052 1409 1115">• One Size Sourcing Strategy Does Not Fit All: Assessing and Selecting the Right Category Strategy</li> <li data-bbox="721 1125 1040 1152">• Supplier Segmentation</li> <li data-bbox="721 1167 1227 1194">• Total Cost: A Real Opportunity to Save</li> <li data-bbox="721 1209 1409 1262">• What Can We Do with the “Spend” Once We Ascertain It?</li> </ul>
August 2006	Chicago, IL	<p data-bbox="721 1331 1409 1394"><b>Supply as a Value Driver: Extending Your Business Reach Through Successful Linkages</b></p> <ul data-bbox="721 1415 1409 1751" style="list-style-type: none"> <li data-bbox="721 1415 1179 1442">• Supplier Relationships Framework</li> <li data-bbox="721 1457 1409 1520">• The Toyota Way: 14 Management Principles from the World's Greatest Manufacturer</li> <li data-bbox="721 1535 1166 1562">• Global Outsourcing Relationships</li> <li data-bbox="721 1577 1409 1640">• The Four Columns of Collaboration: Toyota's Supplier Relations Philosophy and Practices</li> <li data-bbox="721 1650 1377 1677">• Developing Suppliers Throughout the Supply Chain</li> <li data-bbox="721 1692 1409 1751">• Moving Forward in Supplier Relationship Development Program Summary</li> </ul>

Date	Location	Program and Session Titles
<b>March 2006</b>	<b>Tempe, AZ</b>	<p data-bbox="719 296 1406 363"><b>Discovering Your Organization's Future: Defining Supply for the Remainder of the Decade</b></p> <ul data-bbox="719 386 1406 716" style="list-style-type: none"> <li data-bbox="719 386 1406 474">• Current Research on the Field CEO Interviews on Supply Initiatives That Get Their Attention</li> <li data-bbox="719 489 1130 520">• Where is Globalization Going?</li> <li data-bbox="719 531 1406 562">• Leading the Practice of Supply Management at Delphi</li> <li data-bbox="719 573 1203 604">• Implementing Extreme Cost Savings</li> <li data-bbox="719 615 1279 646">• The People Aspect of Supply Management</li> <li data-bbox="719 657 1406 716">• Supplier Collaboration for Innovation in 21st Century Manufacturing</li> </ul>
<b>March 2006</b>	<b>Tempe, AZ</b>	<p data-bbox="719 737 1109 768"><b>Supply as a Financial Driver</b></p> <ul data-bbox="719 789 1419 1108" style="list-style-type: none"> <li data-bbox="719 789 1097 821">• The Financial Supply Chain</li> <li data-bbox="719 831 1190 863">• CPOs and CFOs Working Together</li> <li data-bbox="719 873 1406 932">• Working in a Financially Stressed Environment from a CPO and Supplier Point of View</li> <li data-bbox="719 942 1419 1031">• Developing Relationships Internally and With Suppliers to Aid in Implementing Cost Leadership Initiatives Across the Organization</li> <li data-bbox="719 1041 1320 1108">• Getting Beyond Price to Being a Cost Driver in Business and Product Design</li> </ul>
<b>Earlier Programs:</b>		
December 2005	Miami, FL	<ul data-bbox="719 1220 1325 1278" style="list-style-type: none"> <li data-bbox="719 1220 1325 1278">• Charting and Navigating the Pathways for CPO Evolution</li> </ul>
August 2005	Chicago, IL	<ul data-bbox="719 1310 1292 1341" style="list-style-type: none"> <li data-bbox="719 1310 1292 1341">• Organizing Supply to Serve and to be Heard</li> </ul>
August 2005	Chicago, IL	<ul data-bbox="719 1367 1385 1425" style="list-style-type: none"> <li data-bbox="719 1367 1385 1425">• Strategy: Bridging the Gap Between Development &amp; Execution</li> </ul>
April 2005	Atlanta, GA	<ul data-bbox="719 1457 1190 1488" style="list-style-type: none"> <li data-bbox="719 1457 1190 1488">• Next Generation Strategic Sourcing</li> </ul>
December 2004	New York, NY	<ul data-bbox="719 1514 1341 1545" style="list-style-type: none"> <li data-bbox="719 1514 1341 1545">• Strategies for 21st Century Supply Management</li> </ul>
August 2004	Chicago, IL	<ul data-bbox="719 1570 1377 1629" style="list-style-type: none"> <li data-bbox="719 1570 1377 1629">• Organizing Supply Management to Serve and to be Heard</li> </ul>