



The CPSM® Designation: Basics, Benefits and Beyond



Andrea Waas, APR, A.P.P.
Karen P. Collins, CPSM, C.P.M., A.P.P.
April 2010

Session ZB



A supply management professional provides leadership by aligning resources to define and satisfy diverse internal and external customer needs through the acquisition and ongoing management of materials and services.

CPSM® Program Growth

- Number of CPSM® exams given: 6,964
- Number of CPSM® designations granted: 1,556
- Countries with current CPSM® professionals:
Australia, Belgium, Brazil, Canada, China, France, Germany, Hong Kong, India, Jamaica, Japan, Korea, Mexico, Nigeria, Philippines, Qatar, Saudi Arabia, Singapore, Switzerland, Taiwan, United Arab Emirates, and the United States.

As of March 1, 2010

CPSM® Program Requirements

1. Three years full-time professional supply management experience
2. Bachelors degree from a regionally accredited college or university OR international equivalent
3. Pass 3 CPSM® exams
 - If you are a current C.P.M. in good standing – pass the Bridge Exam

CPSM® Exams

- Exam 1 – Foundations of Supply Management
 - 165 Questions
 - 2 hrs 45 minutes
- Exam 2 – Effective Supply Management Performance
 - 165 Questions
 - 2 hrs 45 minutes
- Exam 3 – Leadership in Supply Management
 - 180 Questions
 - 3 hrs
- Bridge Exam
 - 180 Questions
 - 3 hrs

Levels of Learning

- Recall – define, identify and select information
- Comprehension – estimate or predict based upon circumstances described
- Application – draw on knowledge and experience to identify the solution

Primary focus of the CPSM® Exams are application and comprehension with minimal recall knowledge

Types of Questions and Scoring

- All of ISM's professional credentialing exams utilize four option multiple choice questions
- CPSM® scores range between 100 and 600 with a scaled score of 400 or greater as passing

Study Materials

- CPSM® Study Guide
- ISM Professional Series (3 books)
 - Foundations of Supply Management
 - Effective Supply Management Performance
 - Leadership in Supply Management
- CPSM® Diagnostic Kit



Creating a Study Plan

- Determine a realistic timeline
- Complementary products
- Nobody knows everything

CPSM® Study Guide

Expanded Outline – descriptions & definitions

Task Statements – responsibilities listed on your job description

Knowledge, Skills & Abilities – needed in order to do the task effectively

Content areas with brackets are included on the Bridge Exam

CPSM[®] Diagnostic Kit

- Preparation tool
- Familiar with question style and format
- Identify areas of strength or weakness
- Justifications and Bib key
- Don't take more than twice
 - When should you take it?
- Questions will never be on the Exam

Bibliographic Reference Key Sources

- | | |
|---|---|
| # 1 – CPSM Study Guide, 1st Edition <ul style="list-style-type: none">#1A - Foundation of Supply Management#1B - Effective Supply Management Performance#1C - Leadership in Supply Management | # 7 - Lean Extended Enterprise: Moving Beyond the Four Walls to Value Stream Excellence |
| # 2 – ISM Professional Series –
Foundation of Supply Management | # 8 - Protecting Your Company's Intellectual Property: A Practical Guide to Trademarks, Copyrights, Patents & Trade Secrets |
| # 3 - ISM Professional Series –
Effective Supply Management Performance | # 9 - Quality Essentials:
A Reference Guide from A to Z |
| # 4 - ISM Professional Series –
Leadership in Supply Management | # 10 - Strategic Supply Chain Management:
The 5 Disciplines for Top Performance |
| # 5 – The Supply Management Handbook
(7th Edition) | # 11 - Strategy: A View From The Top
(2nd Edition) |
| # 6 - Finance for Managers | # 12 - Guide to Business Planning
(The Economist Series) |
| | ISM Glossary of Key Supply Management Terms |

CPSM[®] Pass Rates

The CPSM[®] pass rates are similar to the historical pass rates for the C.P.M. program: around 65% of people pass the exam.

People do fail... but don't get discouraged...

CPSM[®] Prices

<u>Study Materials</u>	<u>Member</u>	<u>Non-Member</u>
CPSM [®] Diagnostic Kit		
Paper based (3)	\$ 79	\$ 99
Web based (3)	\$49 ea / \$129 set	\$69 ea / \$169 set
Paper based Bridge	\$ 49	\$69
CPSM [®] Study Guide	\$ 59	\$ 89
ISM Professional Series		
3 book set	\$195	\$280
Each book	\$ 85	\$115
<u>Exam Fees</u>	<u>Member</u>	<u>Non-Member</u>
Computer based and Onsite Testing	\$180	\$265
<u>Application Fees</u>	<u>Member</u>	<u>Non-Member</u>
CPSM [®] Application	\$90	\$150

CPSM® Recertification Requirements

- Every three (3) years with 60 Continuing Education Hours (CEHs)
- Categories for earning CEHs – college courses & seminars (taken or taught), contributions to the profession, articles.
- Candidates will be able to retake each CPSM® Exam for 20 CEHs but only in their last year of certification or during their grace period.
- One Year Grace period – resets certification date

Guest Panelists

Brenda R. Dizer-Coe, CPSM, C.P.M.
Intel Corporation
Project Manager

Vijay Kasi, PhD, CPSM
Georgia-Pacific
Sourcing Manager

Professional Credentials Contacts

- Customer Service: 800-888-6276 ext 3001-
questions about exam registration, products
- Certification Information line - ext. 3027
- Email: certification@ism.ws
- Althea (Al) Levine – Associate ext. 3094
- Michelle Pattee– Senior Associate ext. 3074
- Karen Collins - Manager ext. 3123
- Andrea Waas - VP ext. 3011



Thank you!

Any Questions?

