From the Editor

Posted By NAEP Admin, Tuesday, May 16, 2017

This month's posting is about the 2017 NAEP Annual Meeting and the need to keep the horizon in sight, while applying your shoulder to the wheel to maximize your total contribution to your institution. Computerization has gotten us out of the rut but we still have to make the effort to look around and focus on how purchasing can best contribute to achieving the educational goal.
The Meeting offers a unique opportunity to learn how your peers at other institutions are contributing to the achievement of their institution's educational goals via purchasing—and what their institutions are doing to address problems in many areas outside of purchasing. Bringing back one good idea and applying it to the procurement process will probably pay all your meeting costs. Bringing home another good idea that is useful to your boss who is dealing with a non-procurement issue can change your relationship.

Commentary: Their Program and Ours

By: Neil Markee
Editor in Chief-Purchasing Link

The filled seats during concurrent workshops and the lively chatter at breaks were indications that Members at the 2017 Reno NAEP Annual Meeting were being well served by the work of the Program Committee. Information provided was both informative and thought-provoking. Keeping up with the best practices and technology in procurement is a challenge, and I was impressed with how many Members clearly were there to update their knowledge and share what they had learned. The technology gap associated with scale between large and small institutions still exists but is shrinking. NAEP’s information exchange is working as designed. The General Session speakers were very good. I left thinking about how I might benefit from what I had heard and, maybe, even a little bit inspired.

Reading through articles covered in the Chronicle of Higher Education and national print media in my clippings file since the meeting, I found myself wondering what topics would be on the NACUBO annual meeting program. More important, what would the business officers be talking about face to face?

Try as I might, I could not locate an online list of the concurrent workshop topics to be covered at the NACUBO 2017 conference. I’m sure they will discuss the stock market and a good number of complex financial topics, as they usually do. But student loans, endowment management, sustainability, Title IX compliance, free speech, and Trump have all been in the news and will be on the program, officially or otherwise as well. And they will have inspirational General Session speakers. I remember one speaker at a NACUBO annual meeting decades ago in Philadelphia. As I recall, the speaker’s name was Porter Crow. His tales of growing up in hardscrabble Texas, as the son of an itinerant Methodist preacher, brought the house down. Given the unique hotel problems that year, perseverance was a requirement for registrants and his topic fit in perfectly. “Sunday’s coming” and, with it, a chicken dinner, his mother had promised—and that was his theme.

The business officers are more likely to be talking about major issues concerning higher education covered in the national print media than we are at our NAEP Annual Meeting. We might want to narrow that gap a bit. Whatever they are interested in, we should be, as well. Probably the hottest higher education-related media topic in the last few months has been the evolving definition of free speech and its consequences on campus. The Chronicle of Higher Education, New York Times, and Wall Street Journal have each published several articles on the topic.
Nothing much, I guess, if you believe that the role of procurement is to stick to its knitting and focus all but exclusively on the acquisition of the goods and services needed by higher education to function. But both free speech and sexual assault have landed on the business affairs doorstep. Sustainability has been there for some time and your boss is involved. I doubt the role of any campus faculty member or business leader should, or could, be strictly limited by the individual’s job title. Procurement officers are part of the campus business leader community and part of the chief business officer’s staff. They should be willing and able to contribute to the business office discussion of the important issues of the day in many areas, including those with little or nothing to do with procurement. To do that, they must be up-to-date on the pressing issues at hand. More than likely, this would encourage promotion, from within, of those people seen as both interested and potential contributors. Demonstrated interest in institution-wide issues would probably improve academic/business office relations overall, as well.

With NAEP’s sustainability guru and regular NAEP Educational Procurement Journal contributor Brian Yeoman, I attended the Reno meeting of the Editorial Board. One of the topics on the agenda was related to increasing the number of articles expected to be published in the Journal now that a new printing partner was on board. Some of these might be written by contributors from outside the NAEP Membership. Their input could broaden the range of topics covered. This change may add to the diversity of expertise, alter the perspective of procurement officers, and add interest to the publication. Brian and I supported those goals.

More than likely, planning for the 2018 edition of the NAEP Annual Meeting in Orlando, Florida, is well underway. Perhaps a theme has been selected. In the past, we have invited chief business officers to present at our meetings. If we invite one next year, I hope the speaker’s focus will be, “Big picture challenges on my plate.” Topics such as defining diversity, free speech on our campus, what the term business-like’ means to us, and how sustainability is changing our institution come to mind. We’d learn what at least one business officer is concerned about and the presenters would leave knowing purchasing professionals are interested in the current and future challenges institutions face and might look to informed NAEP Members on their campus and elsewhere for input.

We serve educational institutions and our ultimate goal must be to contribute to the achievement of the educational mission of the institution. I don’t think we want to be seen solely as efficient in-house providers of an important specialized service that might be delivered by a suitable outside contractor. I think we want to be able to see as a necessary integral part of higher education. Exchanging views with peers at the NAEP Annual Meeting is one sure way to deepen your knowledge base and broaden your perspective.

What’s happening on your campus?
From the President: How Great Ideas Develop

Posted By NAEP Admin, Tuesday, May 16, 2017

Rosey Murton - NAEP President 2017-2018
Chief Procurement Officer
Wake Forest University

Recently, I was in a discussion with a colleague about developing a new business process. The brainstorming required generating and implementing new and innovative ideas to capture efficiencies across campus. The session was a reminder that, while it can be easy to get caught up in the daily operational responsibilities we each have, a differentiator of an effective leader is someone who can set aside the time to develop great ideas and build an environment that encourages innovation and collaboration. Noted author Steven Johnson, who has written and lectured extensively on innovation, points to the “collision of smaller hunches/ideas” through collaboration as essential to innovation. So, what does this mean for us as procurement professionals? How often are we tapping into our network both on campus and across our other NAEP colleagues? A successful idea on one campus may need some tweaking to be successful on another, but by reaching out and discussing, each of us can build on the great ideas that already exist to make them even better. We encourage you to continue to reach out—whether it is posting on the NAEP Forum, attending regional meetings, or investing in professional development opportunities such as the forthcoming Negotiations Institute—December 11-12, 2017 in Hanover, Maryland—which will offer some new ideas to consider. Whatever you decide, please remember to engage!

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NAEP University: In-Person Events

Posted By NAEP Admin, Tuesday, May 16, 2017

Procurement Academy
Tier I, Tier II and Tier III
August 7-8, 2017
Hanover, MD

RFP Institute
Free Member Webinar: Tips for Improving Your Contract Management Process

Posted By NAEP Admin, Tuesday, May 16, 2017

Webinar on June 22nd

Back by popular demand, Jennifer Adling and Lesley Nall Washington share their expertise on contract management and the strategies they have implemented at Texas Tech University to better manage the contract management process—from the procurement phase through contract close-out. This presentation, originally shared at the 2016 NAEP’s Annual Meeting in San Antonio, gives tips on how to improve the contract management process to provide better oversight.

Join us live on Thursday, June 22 at 2PM EDT.

Complimentary Registration

Presenters:

Jennifer Adling
Managing Director of Procurement Services
Texas Tech University

Lesley Nall Washington
Custom-Made for You: The Procurement Academy’s Three-Tiers

August 7–8, in Maryland

Your specialized profession, procurement within an institutional setting, is unique—and so is the NAEP Procurement Academy, which was designed to ensure that procurement professionals can perform successfully within that setting and prepare their institutions for the future.

Delivered in three Tiers, geared to differing experience levels, the Procurement Academy provides the best practices, insider intelligence, and market knowledge needed to propel your career.

The Academy is presented only one-time per year. In 2017, the dates are August 7–8. The location is Hanover, Maryland outside of Baltimore and near BWI airport.

**Tier I: Foundation**—Examines fundamental purchasing skills, techniques and practices, the acquisition cycles, ethics in professional relationships, legal aspects of the procurement process, negotiation strategies, and customer and supplier characteristics.

**Tier II: Professional**—Sessions include specification development, protective covenants and caveats, procedural integrity, evaluation and award, customer service in purchasing, and ethical considerations.

**Tier III: Professional Plus**—Expands upon the skills introduced in Professional. Sessions include leadership, emotional intelligence, communicating at all levels, meeting effectiveness, decision-making, cultural competency and conflict resolution.

View full course schedules and registration
Strategic Procurement Institute II: From Theory to Practice

August 27-30, Denver, CO

Part Two of the Strategic Procurement Institute continues the discussion of the four pillars of spend management:

1. Opportunity assessment
2. Business case development
3. Cost management execution
4. Supplier relationship management

Strategic Procurement Institute II digs deeper into each of these pillars, to go from theory to practice. The Institute will focus on the practical application of each pillar, using live data sets. In-class time will be concentrated on useful “how-to” road maps, combined with extensive class discussion, and facilitated to increase the value of what you can take back to your institution for immediate use.

- Course schedule and description of presentations
- Registration and information

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NAEP Negotiations Institute

Posted By NAEP Admin, Tuesday, May 16, 2017

When the Cards Are on the Table, It’s Your Negotiating Skills That Make You a Winner

December 11–12, 2017 in Hanover, Maryland

Facilitator: Nichol Luoma
Chief Procurement Officer, Arizona State University, and Senior Vice President of NAEP.

When the cards, or rather the dollars, are on the table, it's your negotiation skills that enable you to perform most successfully for your institution.
As a purchasing professional in the higher education sector, you've gained knowledge and know-how in business classes, on the job, or under the tutelage of a mentor, and you are constantly growing and improving. That's why you'll want to take advantage of the opportunity to build, sharpen or refresh your procurement skills by enrolling in the NAEP Negotiations Institute, December 11–12, 2017, in Hanover, Maryland. It's not too early to make the decision to attend this event, by locking it into your calendar and your budget—before other demands use up your time and funds.

Overview:

This workshop is designed to help procurement professionals understand the negotiation process, learn strategies for analysis, develop decision-making processes, and define methods for negotiations. Learn how to define interests, set priorities, and develop mutually beneficial strategies for all parties.

Registration and more information

Online registration is available until: 11/27/2017.
For information contact:
Melanie Freeman
mfreeman@naepnet.org
443-219-3614

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West Virginia State University to Sue Dow Chemical for Polluting Groundwater

Posted By NAEP Admin, Tuesday, May 16, 2017

West Virginia State University announced in early May that it is pursuing litigation against Dow Chemical Company, among others, for contaminating the groundwater under their campus. “Although the contaminants under our campus pose no current health risk, Dow still must be held accountable for the damage it has done to our property and reputation,” said University President Anthony L. Jenkins. “Dow must restore our campus to the condition it was in before this contamination and help us address the harm this will do to our image locally and nationally. Dow also must compensate us for the loss of use of our property. We are reluctant to resort to litigation, but Dow has left us no choice.” Full press release.

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2017 World Happiness Report

Posted By NAEP Admin, Monday, May 15, 2017

Check out the 2017 World Happiness Report, published recently by the Sustainable Development Solutions Network (SDSN), describing the relationship of sustainability and the wealth and power of nations. As we examine the intersection of science and humanity, how does this affect the world we live in? Find out more here.

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Free Download World Happiness Report

Overcoming Leader Myopia about Difficult Employees

Posted By NAEP Admin, Monday, May 15, 2017

Leaders must be vigilant to the signs and red flags that difficult employees send, as well as the distress signals of others who must work with the difficult employee. To overcome leader myopia so you can more clearly see and address bad behaviors, consider the suggestions made in this insightful article published recently in HigherEd Jobs.

Quote of the Month

Posted By NAEP Admin, Monday, May 15, 2017

“It is impossible to live without failing at something, unless you live so cautiously that you might as well not have lived at all, in which case you have failed by default.”

— J.K. Rowling