



2018 Procurement Academy Tier III COURSE SCHEDULE August 6 - 8, 2018 Hanover, MD

Description: Tier III is for advanced professionals who lead a procurement team or direct a component of it. The focus of this Tier is Relationship Building, Strategic Agility and Leadership.

Positions that are encouraged to attend Tier III include Associate Director, Assistant Director, Director of Strategic Procurement, Director of Procurement Systems, Director, Assistant Vice President, Vice President, Chief Procurement Officer.

Monday, August 6 th	Session	Faculty	Competency
7:00 am -8:00 am	Registration/Breakfast		
8:00 am – 8:30 am	Welcome and Program Introduction	Faculty	
8:30 am – 10:00 am	Maximizing Your Leadership Style A profile code for your personalized Leadership Map will be sent to you online. Bring your 23-page report to the session where we will discuss the 8 priorities of the Leadership Map and your own Leadership Style. Explore the 3 drivers to crafting a vision and how you can best share a vision with your team.	Christie Ward	Relationship Building, Strategic Agility, Leadership
10:00 am – 10:15 am	Break		
10:15 am – 10:45 am	Maximizing Your Leadership Style (cont.)	Christie Ward	Relationship Building, Strategic Agility, Leadership
10:45 am – 12:00 pm	Cultural Competency & Conflict Resolution As leaders managing internal and external relationships one thing we know for sure is conflict happens. How we approach conflict reflects upon our leadership. We'll discuss how cultural competency impacts how we recognize and resolve conflicts.	Tom Kalupek	Relationship Building, Strategic Agility, Leadership
12:00 pm- 1:00 pm	Lunch		
1:00 pm – 2:30 pm	Executive Presence Workshop We know it when we see it, but how do we develop "it"? That factor that differentiates leaders who engage, inspire, and make a difference. In this session we'll connect your leadership map to the drivers of alignment and learn ways to present for impact and influence, so you can connect with any group or individual. Use of video examples,	Christie Ward	Relationship Building, Strategic Agility, Leadership

	discussion and practice make this a practical session for emerging or established leaders.		
2:30 pm- 2:45 pm	Break		
2:45 pm – 4:30 pm	Executive Presence Workshop (cont.)	Christie Ward	Relationship Building, Strategic Agility, Leadership
4:30 pm – 5:00 pm	Wrap Session/Q& A	Faculty	
Tuesday, August 7th			
7:00 am -8:00 am	Registration/Breakfast		
8:00 am - 8:30 am	Welcome Back Review/Preview	Faculty	
8:30 am – 9:15 am	Financial Management Strategies Securing the best prices from suppliers is no longer enough. Leaders are expected to strategize financial efficiencies. Let’s talk about the tools you’ll need to meet this challenge.	Tom Kalupek	Strategic Agility, Leadership
9:15 am – 10:15 am	Data Driven Decision Making We’re surrounded with procurement data, but how do we utilize it to make better decisions for our clients and institutions? Let’s talk about forming business questions and identifying the data that will drive better decision making.	Nichol Luoma	Strategic Agility, Leadership
10:15 am – 10:30 am	Break		
10:30 am – 11:15 am	Data Driven Decision Making (cont.)	Nichol Luoma	Strategic Agility, Leadership
11:15 am – 12:00 pm	Organizational Alignment Procurement should align with its Institutions mission. In this session we will identify ways to strengthen your Procurement departments capabilities through a shared purpose and core strategies.	Tom Kalupek	Relationship Building, Strategic Agility, Leadership
12:00 pm – 1:00 pm	Lunch		
1:00 pm – 2:30 pm	Supply Chain Management For procurement to influence more of the buy, leaders must align it with the mission of the institution as well as align their teams in service of that mission. We’ll address organizational alignment strategies that will boost your impact.	Nichol Luoma	Strategic Agility, Leadership
2:30 pm – 2:45 pm	Break		
2:45 pm – 4:00 pm	Institutional Procurement Polices a Legal Perspective	Robert Haverkamp	Relationship Building, Strategic Agility, Leadership
4:15 pm – 5:00 pm	Wrap Session/Q& A	Faculty	
5:30 pm	Academy Dinner		

Wednesday, August 8 th			
7:00 am -8:00 am	Registration/Breakfast		
8:00 am – 8:15 am	Welcome Back and Review	Faculty	
8:15 am -9:00 am	Ethical principles and best practices for leaders Ethics and integrity are the cornerstone of expectations and effective performance. They are also key factors in effective leadership. Learn how to build trust and confidence in all your professional relationships.	Tom Kalupek	Relationship Building, Strategic Agility, Leadership
9:00 am -10:00 am	Leading Procurement Leading ethically means we encounter challenging tangles that we're responsible to handle. In this session we'll discuss where ethics, law and leadership collide – and your first line of defense.	Faculty	Relationship Building, Strategic Agility, Leadership
10:00 am -10:15 am	Break		
10:15 am -11:30 am	Leading Procurement (Cont.)	Faculty	Relationship Building, Strategic Agility, Leadership
11:30 am – 12:00 pm	Your Next Steps We'll conclude the program with a facilitated Q&A reflecting upon how to bridge what we've learned to our personal next steps.	Faculty	