



**institute for
supply management**
ISM – Central Iowa, Inc.

**NOVEMBER 2009 ISM-CI
PROFESSIONAL EDUCATION FOR SUPPLY MANAGEMENT
Tuesday, November 10, 2009**

AGENDA:

- 5:00 p.m.** **Early Bird Seminar:** *“The Dissolution of Long Standing Supplier-Buyer Relationships; Ford & Firestone: Dissertation Research”* - Ms. Yi-Su Chen, Doctoral Student, College of Business, Carlson School of Management at the University of Minnesota.
- 6:00 p.m.** **Affiliate Dinner and Fellowship**
- 7:00 p.m.** **Premier Education Seminar:** *“Leading and Developing Talented Professionals; Gen X or Gen Y and Training and Retention”* - Stacie Lightner, Senior Employee Trainer, FBL Financial Group, Inc.

EARLY BIRD SEMINAR:

The Dissolution of Long Standing Supplier-Buyer Relationships; Ford & Firestone: Dissertation Research

Ms. Yi-Su Chen, Doctoral Student, College of Business, Carlson School of Management at the University of Minnesota.

The typical manufacturing firm can derive operational and financial benefits from building and maintaining long-term, cooperative relationships with suppliers of critical items. Ideally, these strategic buyer-supplier relationships are intended to continue without interruption. In reality, many strategic buyer-supplier relationships are often intentionally and prematurely dissolved. Ms. Chen will first share some preliminary research findings from analyzing the development and termination of the strategic buyer-supplier relationship between Ford Motor Company and Bridgestone/Firestone Inc. She will also invite attendees to participate in a brief exercise, designed to delve deeper into possible reasons that trigger a firm to terminate its business relationship with a strategic supplier of a critical item. She will conclude the presentation by debriefing participants as to three key principles that can prevent the premature termination of a strategic buyer-supplier relationship. (1 CEH)

Speaker Bio.

Ms. Yi-Su Chen is currently a Ph.D. student in Operations and Management Science Department of the Carlson School of Management at the University of Minnesota. She holds an MBA with a major in Logistics and Operations and a minor in Finance, as well as a BS in Business Administration with concentration in Industrial and Operations Management, both from National Taiwan University. Her research interests include buyer-supplier relationships, supply chain management, and supply chain disruptions. Before returning to pursue her doctoral degree, Yi-Su worked for Hewlett-Packard Co. (HP) and Agilent Technologies Inc. In her eight years at HP and Agilent, she held various positions such as Senior Buyer for HP, Global Trade and Logistics Manager for Agilent Taiwan, and Asia-Pacific Regional Logistics Program Manager for Agilent Singapore. Yi-Su has also worked as a consultant for Accenture Consulting and as a Financial Center Planner for Unilever.

Premier Education Seminar featured on Page 2.

MEETING DETAILS:

DATE: NOVEMBER 10, 2009

LOCATION: Prairie Meadows Racetrack & Casino Meadows Events & Conference Center – Altoona, IA

DRIVING DIRECTIONS TO LOCATION:

From the East or West, Exit I-80 at exit 142, to US highway 65 South towards Altoona. Immediately move to the left lane and turn left at Adventureland Drive. Go past the Adventureland Inn to the first stop light and turn right onto the Prairie Meadows Casino property. The Conference Center is the Northern part of the Casino complex. Enter the building using the North Doors.

TO REGISTER:

Visit <http://www.ism-ci.org/events.html>
Please register by **November 5, 2009**

MEETING COSTS: ISM-CI Members - NO COST (included in annual dues) **Non-Members** - \$20 per person for non-members

PLEASE NOTE: ISM-CI is obligated to pay for all meals served. If you are unable to find a substitute, please call Jane Burger at 515-276-1254.



For additional information on meetings, programs,
or membership visit us online at:
<http://www.ism-ci.org>

PREMIER EDUCATION SEMINAR:

Leading and Developing Talented Professionals; Gen X or Gen Y and Training and Retention

Stacie Lightner, Senior Employee Trainer,
FBL Financial Group, Inc.

Companies are finding multiple generations working together now that the newest generation, Millennials, have entered the workplace. The newest generation brings new opportunities and challenges for managers. Recognizing and understanding the different expectations is important in order to successfully retain Millennials. In the session, we will discuss how Millennials prefer to communicate, interact, and collaborate with other employees. We will also discuss the differences between all four generations currently working together. Here is a snapshot of each generation: Traditionalist (1925-1945), Baby Boomers (1945-1965), GenXers (1965-1980) and Millennials (1980-2000).

Speaker Bio:

Stacie Lightner, Senior Employee Trainer with Learning Solutions at FBL Financial Group, Inc. in West Des Moines. Stacie Lightner has more than 20 years of training and teaching experience across a range of individuals from children ages 4-18, women in business, and financial institution professionals and volunteers. She currently operates as a senior employee trainer with Learning Solutions at FBL Financial Group, Inc. in West Des Moines where she has developed and leads a variety of hard and soft-skills courses to Farm Bureau employees. One of her most popular offerings is a modular course she created on generations in the workplace ("Generations"). Stacie earned a B.A. degree in education from Iowa State University, and is working toward her Adult Learning, Performance, and Development (ALPD) Masters degree from Drake University. Ms. Lightner has been with FBL since February 2006.

She has modified her popular course on Generations to fit our program tonight and will discuss leading and developing talented professionals from Generation X and Generation Y. Her presentation will include examples about what some successful companies are doing.

AFFILIATE DINNER MENU:

Plated Pork Entrée: Baked Pork Loin with Peppercorn Cream Sauce Tossed Garden Salad with Creamy Parmesan Dressing Mashed Potatoes Chef's Seasonal Vegetables Assorted Rolls with Honey Butter Regular & Decafe Coffee, Iced Tea & Water

UPCOMING EVENTS:

Advanced Negotiation Techniques Seminar

Program Description: This seminar will focus on advanced preparation techniques and improved understanding of one's own tendencies and biases in negotiation processes. The program will proceed from the characteristics of the best negotiators and foundations for bargaining, to goals and expectations, planning and preparations to include the BATNA, establishing strategies, opposing interests, relationships between participants, matching the situation, strategy, and styles that lead to the opening and conduct of negotiated processes leading to agreements along with a closing process, preparation of the agreements and the approval process. Discussions will include making concessions, splitting the difference and overcoming impasses.

Program Objectives: Participants completing this seminar will enhance organizational effectiveness by reviewing, improving and honing skills for the challenging processes of win-win negotiations to increase synergy in the supply processes. Participants will also take home processes and tools to expand their personal value to the organization by contributing to the improved operations through enhance negotiation techniques.

Seminar Registration:

REGISTRATION IS LIMITED TO 30—FIRST COME FIRST SERVED!

Send your registration notification to Jane Burger at Napmcijane@aol.com by COB Nov 7, 2009

Speaker Bio:

Dr. Jim Patterson, C.P.M., A.P.P. is founder and former director of the Quad Cities Executive Studies Center and tenured associate professor in management at Western Illinois University – Quad Cities in Moline. He joined the WIU-QC faculty in 1995 teaching undergraduate and MBA courses in operations and supply chain management. His research interests include: strategic sourcing, supplier development, socially responsible supply chains, supply base risk management, and commercial negotiation strategies. With nearly 20 years of logistics and operations management experience in the U.S. Marine Corps, Avon Products, Inc., the Coca-Cola Company, and Nestlé, S.A. prior to academia, he is eminently prepared to discuss negotiations. He is a retired USMCR Captain. You will want to experience this afternoon discussion with Professor Patterson.

Professor Jim Patterson, Ph.D., C.P.M., A.P.P.
Prairie Meadows Casino, Salon 2 & 3
1:00 – 5:00, November 10, 2009 3.5 CEHs



**For additional information on meetings, programs,
or membership visit us online at:
<http://www.ism-ci.org>**

NEW Website Message Boards - <http://www.ism-ci.proboards.com/>

As part of the ongoing initiative to continually improve and expand the useability of ISM-CI.org, we have just launched a new message board for all of our members to sign up and use free of charge. This forum requires registration. To do so, please visit <http://www.ism-ci.proboards.com/> and fill out the "Create New Account" link. A confirmation email will be sent to you containing an authorization code. After you activate that code, you will gain full access to the ISM-CI Message Boards.

We are very excited about this new opportunity and hope that everyone signs up and joins us as we build upon this wonderful new communication tool!

Sign up today!
<http://www.ism-ci.proboards.com/>