

C.P.M.

world class professional for the extended enterprise

Established in 1974 by the National Association of Purchasing Management (NAPM) for experienced supply management professionals, the **Certified Purchasing Manager (C.P.M.)** designation has come to represent the broadest body of knowledge in the dynamic and critical field of purchasing and supply chain management.

Professional organizations and enterprises around the world are adopting the C.P.M., with its rigorous testing and lifelong learning requirements, as the standard of achievement and excellence for the profession.

Purchasing and supply management, more than any other function, reaches throughout and beyond the organization into the extended enterprise, making it the most strategic and cost leveraging function in the modern corporation.

Using the most advanced techniques to drive savings directly to the bottom line, the Certified Purchasing Manager (C.P.M.) has become the world class professional for the extended enterprise.

SETTING THE STANDARD AS AN ASSET TO BUSINESS...

BROADENING PROFESSIONAL EXPERTISE

The demanding Certified Purchasing Manager program provides a solid preparation for a broad range of business careers, covering much of the same material found in many top MBA programs yet requiring continuing professional education.

The C.P.M. program culminates in a rigorous exam, testing your ability to apply supply management knowledge in areas including:

- Strategic Sourcing**
- Supplier Relationship Management**
- Financial Analysis & Business Evaluation**
- Cost Containment Strategies**
- High Level Negotiation Techniques**
- E-Business & Information Technology**
- Contract Formation, Review & Management**
- International Trade & Business Law**
- Outsourcing**

Signifying broad expertise in these and other areas, the C.P.M. designation has come to identify today's modern supply management professional.

EXPANDING CAREER OPPORTUNITIES

As a result of this broad business education, today's C.P.M. brings strategic and tactical excellence to his or her organization and advances through the management ranks on a newly legitimate path to top management.

As a certified expert in purchasing and supply chain management you will have the opportunity to join other C.P.M.s who have achieved careers at the highest levels of business including:

- Vice President, Strategic Sourcing**
- Chief Purchasing Officer**
- Chief Financial Officer**
- Chief Executive Officer**
- Chief Operating Officer**
- Chief Technology Officer**
- Director of International Purchasing**
- Vice President of E-Business**
- Chief Resource Officer**

top 10 reasons to become a certified purchasing manager:



**ADVANCING
THE PURCHASING AND SUPPLY
MANAGEMENT PROFESSION THROUGH
EDUCATION & DEVELOPMENT**

LEADING THE EXTENDED ENTERPRISE

1. **World's leading designation** in Purchasing and Supply Chain Management.
2. C.P.M.s average a **23% higher salary** than non-certified supply management professionals.
3. A C.P.M., like an MBA, prepares you for **many business careers**.
4. The C.P.M. designation is **recognized throughout the world** and is offered by organizations in Europe, Asia, Africa and Central and South America.
5. Supply management continues to be one of the **hottest career paths**.
6. The C.P.M. has a **higher average salary than a CPA***.
7. Purchasing and supply chain management is an **exciting and dynamic career**.
8. Strategic supply management is **at the heart of most company's strategies for growth and cost management**.
9. Preparing for the C.P.M. exam, while arduous, is **a significant professional and personal growth experience**.
10. The C.P.M. Continuing Professional Education (CPE) requirement will insure the **continuing value of your professional designation** and will fuel your ongoing professional growth.

* Based on 2000 salary surveys.

Founded in 1915 with a mission to educate, develop and advance the purchasing and supply management profession, the **National Association of Purchasing Management (NAPM)** is one of the most respected educational associations in the United States and is the publisher of The Journal of Supply Chain Management. NAPM is a communication link with some 50,000 purchasing and supply management professionals. As a member of NAPM you receive:

Purchasing Today®, the award-winning monthly publication featuring the latest trends and information for the purchasing and supply management professional.

Manufacturing NAPM Report on Business®, a long-established purchasing survey and indicator of economic trends, noted for its accuracy. The report is considered to be the most reliable near-term economic barometer available.

Non-manufacturing NAPM Report on Business®, the economic forecaster for the non-manufacturing sector.

NAPM/Forrester Research Report On eBusiness®, the survey that tracks the rate and level of e-business adoption.

Members Only area of the NAPM Web site which includes an extensive database of information, articles and other resources as well as the Online Career Center.

Center for Advanced Purchasing Studies (CAPS), the first and only research center the nation dedicated to the purchasing and supply management. Published research is free to members.

NAPM's Principles and Standards of Purchasing Practice, first adopted in 1923, which remains one of the outstanding ethical statements in modern business.

Networking Opportunities during NAPM sponsored seminar and conferences, and with your peers in your local affiliate.

In recognition of the strategic position that supply management occupies in the modern enterprise the National Association of Purchasing Management is becoming the **Institute for Supply Management**.



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