The Purchasing and Supply Manager's Guide to the C.P.M. Exam

Fred Sollish, John Semanik

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Real World Scenarios for Practical Insights into the Field of Purchasing and Supply Management

Whether you're a purchasing or supply management professional seeking to validate the skills and knowledge acquired through years of practical experience, or a relative newcomer to the field looking to strengthen your resume, the C.P.M. certification from the Institute for Supply Management (ISM) provides you with the means to do so. The Purchasing and Supply Manager's Guide to the C.P.M. Exam was developed to help you prepare for the four modules that comprise the C.P.M. exam, and includes additional study tools designed to reinforce understanding of crucial subject areas.

KEY TOPICS INCLUDE:

- Purchasing Process. Identifying requirements, preparation of solicitations, supplier analysis, contract execution, implementation, and administration.
- Supply Environment. Negotiations, information technology, quality issues, internal relationships, and external relationships.
- Value Enhancement Strategies. Sourcing analysis, supply and inventory management, value enhancing methods, forecasting and strategies.
- Management. Management and organization, and human resource management.

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