

April, 2007

Volume 17, Issue 32

*April 17th PDM
Save the Date:*

*"Surviving and succeeding as a Project Manager during
the next ten years"*

Date: Tuesday, April 17, 2007

Time: 5:30 Networking **Registration Cut Off:** April 13, 2007

6:00 Registration/Dinner - [94th Aero Squadron](#)

7:00 Presentation

Register on our website at www.apics-cols.org

[94th Aero Squadron Restaurant](#)

[5030 Sawyer Road](#)

[Columbus, OH 43219](#)

Presentation:

"Surviving and succeeding as a Project Manager during the next ten years"

The world of the Project Manager is changing rapidly and Project Managers must do the same to stay on top. Globalization and the formalization of a variety of professional certifications are having huge impacts. Technical skills vs. soft skills is no longer a discussion, both are critical. Business analysis is changing the face of management from the C-level on down. Outsourcing is taking some surprising turns. So where does this leave the Project Manager today? We will covering these and other topics and open to questions, answers and discussion.

Speaker Bio:

The Dr. David Hansen is the Executive Director, Organization Innovation and Learning at Babbage Simmel. He creates innovative processes to increase organizational learning and productivity for clients. He has extensive experience in sales, consulting, front-end analysis, business and systems analysis, facilitating systems design and end-user focus groups, strategic planning and identification of business drivers. Prior to joining Babbage Simmel, David spent 2 ½ years in Albania as a USAID project manager reorganizing a technical high school, creating Albania's first community college, and an American-Albanian Chamber of Commerce. He also consulted ten years in needs assessment, design and evaluation for both public and private sector clients. Currently, David assists in the development of Babbage Simmel's strategic growth path to enable the firm to better serve its clients. He also works with their Education and Organizational Development teams to create learning and process frameworks.

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MAY'S MEETING IS:

Topic: Supply Chain Management Certification

Speaker: Steve Fedan

Special Points of Interest

- www.apics.org
- www.apics-col.org
- president@apics-col.org
- chairman@apics-col.org
- education@apics-col.org

NAPM Invites APICS

The Voice of the Customer

Non-Verbal Negotiation

Do these questions ever cross your mind?

How do you know if he is lying to me?

What are her gestures saying?

Am I tipping my hand with my body?

Is more than half the meaning is really transmitted non-verbally?

How can I "neutralize" gestures?

How can I learn more about body language in negotiations?

Bob Menard will answer these and other questions in a lively and highly visual presentation as the featured speaker at the April NAPM Columbus, Inc meeting. A professional speaker whose negotiation training services include the acquisition of communication skills and body language interpretation, Menard's talks are marked by enthusiasm, energy, and humor. He serves private, institutional, and public clientele worldwide.

Come prepared to pick up tips on body language and have a good time doing it. Menard's book on negotiation for buyers, *"You're the Buyer - You Negotiate It"* and CD

Bob is a professional, speaker, trainer and purchasing & negotiation expert. He has delivered 2,000 seminars and workshops for clients in the US and abroad such as:

ISM affiliates in

Dallas

Mid-Ohio Valley

Fort Worth

Rhode Island

Central Texas

Maryland

APICS chapters in

Twin cities

New Orleans

Dallas

Nashua

Santa Rosa



Warehouse Education and Research Council

Aerojet Corporation

Cabot Microelectronics

Burlington Northern Santa Fe RR

American Purchasing Society

Lehigh Pacific Cement

Atofina Petrochemicals

Schlumberger

Energia Petrobas (Argentina)

Alabama Governor's Conference

Gourmet Award Foods

Dormitory Authority of State of NY

City of San Antonio

Canadian Precast/Prestressed Concrete Institute

Portland Cement Association

United Rentals

Sealants, Waterproofing & Restoration Institute

American Management Association

When Monday, April 09, 2007 from 6:30 to 7:45 PM

Where Quest Business Center 8405 Pulsar Place;
Columbus, OH 43240 (614-540-5540)

Reservations: 614-457-8875 April 5 @ 12 noon

Cost: \$25



Education Program

Contact: Steve Fedan, VP of Education Administration (614-877-4661) or education@apics-col.org

CPIM Certification Review Courses:

All five modules (Basics of Supply Chain Management, Master Planning of Resources, Detailed Scheduling and Planning, Execution and Control of Operations and Strategic Management of Resources) will be offered three times – Fall, Winter and Spring. These courses are an excellent review for those seeking the CPIM designation. There are no test or grades issued for these courses, only a certificate of Completion.

CPIM: Summer

Basics of Supply Chain Management (Basics)

Begins: May 12, 2007 and May 19, 2007 Saturday 8am—5pm May 5, 2007
 Instructor: TBD Location: TBD

Material Planning of Resources (MPR)

Begins: June 9, 2007 and June 16, 2007 Saturday 8am—5pm May 30, 2007
 Instructor: TBD Location: TBD

Detailed Scheduling and Planning (DSP)

Begins: July 14, 2007 and July 21, 2007 Saturday 8am—5pm July 3, 2007
 Instructor: TBD Location: TBD

Execution and Control of Operations (ECO)

Begins: August 11, 2007 and August 18, 2007 Saturday 8am—5pm August 1, 2007
 Instructor: TBD Location: TBD

Strategic Management of Resources (SMR)

Begins: September 8, 2007 and September 15, 2007 Saturday 8am—5pm August 29, 2007
 Instructor: TBD Location: TBD

COURSE REGISTRATION FORM

Name: _____

Company: _____

Company Address: _____

Home Address: _____

Work Phone: () _____ **Home:** () _____

APICS Member # _____ **NAPM Member #** _____

E-Mail: _____

CPIM (Please check courses desired) Course Fees (each)

<input type="checkbox"/> Basics	<input type="checkbox"/> ECO	Member \$375.00	MAIL REGISTRATION WITH PAYMENT TO: <i>Steve Fedarl</i> APICS PO Box 2068 Westerville, OH 43086
<input type="checkbox"/> DSP	<input type="checkbox"/> SMR	Non-member \$450.00	
<input type="checkbox"/> MPR			
Total		\$ _____	

MAKE CHECK PAYABLE TO: Columbus APICS **Check:** _____

Authorized Signature: _____ **Pay Pal: Check Website**

No acknowledgements will be mailed from this registration. If course information changes an email will be sent to the registered attendees. For best results, please register early. If payment and registration cannot be received by mail 2 weeks before the course begins, please send an e-mail notice to education@apics-col.org to ensure your seat in the course.

****Please Note**** We do not except credit cards. Payment Types Accepted are: Check, PayPal, or Money Order.

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