

Supply Chain Career

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Former ISM-HK President



About ISM

- Institute for Supply Management (ISM), founded in 1915, is the **largest supply management association in the world**.
- ISM is a not-for-profit organization that serves its 45,000 members and professionals and organizations with an interest in supply management in more than 90 countries.
- By executing and extending its mission through education, research, standards of excellence and information dissemination — including the renowned monthly ISM Report On Business[®] where the **Purchasing Manager's Index (PMI)** has been quoted worldwide — ISM maintains a strong global influence among individuals and organizations.
- ISM offers the **Certified Professional in Supply Management[®] (CPSM[®])** and **Certified Professional in Supplier Diversity[®] (CSPSD[®])** qualifications.



About ISM-HK

- ISM-HK is an **affiliate of ISM in Hong Kong**, used to be known as the Institute for Supply Management - Pearl River Delta (ISM-PRD), is serving members, professionals and organizations with an interest in supply management in Hong Kong and neighboring region.
- ISM-HK's mission is to **lead the supply management** through its standards of excellence, research, promotional activities, and education, and play a highly influential role in the industry and business community.



Membership

01

Professional Membership

- Membership Fee of USD\$160 includes 1-Year Professional Membership and Chapter Fee

- ✓ Include both global membership benefits as well as local chapter affiliation
- ✓ Enhance your global & local connection and professional education

02

Emerging Professionals

- Membership Fee of USD\$120 includes 1-Year Professional Membership and Chapter Fee

- ✓ Same great membership benefits, but with less financial burden for those just starting out in their career
- ✓ Applications must be filed within 12 months after graduation from an accredited college/university

03

Student & Academic Membership

- Membership Fee of USD\$35 includes 1-Year Student Membership and Chapter Fee

- ✓ Educators must be employed full-time with an academic appointment as a teacher, research specialist, department head, director or dean of a college, university, or other academic institution
- ✓ Your educational responsibility must include purchasing, materials management or other related fields or subjects



Corporate Training & Consultant

- ISM-HK offers dedicated **corporate training / consultation** to corporate clients

General Training

Topics include:

- Category management
- Strategic sourcing
- Supply chain compliance
- Contract management
- Global sourcing
- Vendor management
- Shared service center
- Procurement transformation
- Negotiation skills
- Production outsourcing
- Stakeholder engagement
- China sourcing
- Supply risk management
- Supplier relationship
- Manufacturing operations

Customized Training

Include:

Up to 2 days to gather client requirement, understand challenges and focus on potential solutions. Scope includes stakeholder interviews, spend analysis, organization assessment, etc.



CPSM Qualification

- Certified Professional in Supply Management® (CPSM®) is a professional qualification offered by ISM. CPSM represents **one of the highest standards of professional certification in the world of supply chain.**
- The Certified Professional in Supply Management (CPSM) certifies that you have key knowledge and skills in areas such as finance, supplier relationship management, organization global strategy and risk compliance and that you are **a leader in the supply chain management profession.**



發佈採購經理指數的供應管理協會 (ISM)，是全球知名的供應管理專業機構。

由供應管理協會 (ISM) 頒授的註冊供應管理專家 (Certified Professional in Supply Management，簡稱 CPSM) 資歷，為全球供應管理 (包括採購、物流、製造、倉儲、運輸和供應鏈相關工作) 的專業人士竭力追求的最高認證之一。

欲要考取全球頂尖的 CPSM 資格及報讀相關的應試課程，請到此網站查詢及登記。

www.ismhk.org

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CPSM 的認證有以下要求：

1. 大學學歷加三年供應管理專業經驗，或無大學學歷者須五年相關經驗；

2. 在全部三個單元的 CPSM 考試中取得合格

CPSM 考試三個單元包括：

1. 供應管理基礎
2. 高效的供應管理
3. 供應管理的領導力

香港供應管理協會為方便考生應考 CPSM，特舉辦每單元分別兩日的應試課程 (俗稱雞精班)。該課程安排如下：

第一單元：9月12和13日

第二單元：10月17和18日

第三單元：11月28和29日

費用：報讀全部三個單元，ISM 會員價 \$9,000 元，非會員價 \$10,000 元 (不含考試費)。全日制學生可享受 7 折。

欲要考取全球頂尖的 CPSM 資格及報讀相關的應試課程，或申請成為 ISM 會員，請到此網站查詢及登記。

www.ismhk.org

或電郵至：admin1@ismprd.org



CPSM Coverage

- CPSM® emphasizes the major competencies of supply management including:
 - Sourcing
 - Category Management
 - Negotiation
 - Legal and Contractual
 - Supplier Relationship Management
 - Cost and Price Management
 - Financial Analysis
 - Supply Chain Strategy
 - Sales and Operations Planning
 - Quality Management
 - Logistics and Material Management
 - Project Management
 - Leadership and Business Acumen
 - Systems Capability and Technology
 - Risk and Compliance
 - Corporate Social Responsibility



Why CPSM?



Earn More

Those with a CPSM Certification earn 14.7% more on average than those without.



Career Advancement

Companies seek candidates who engage in continuing education



Global Recognition

Demonstrate your mastery of a rigorous curriculum that is globally recognized



Practical Expertise

Drive execution, deliver results, and provide expertise by earning your certification.



CPSM Certification Requirement

- 1 A minimum of 3 years full-time, professional supply management experience (non-clerical and nonsupport) with a bachelor's degree from a regionally accredited institution or international equivalent,
OR
5 years of full-time, professional supply management experience (non-clerical and nonsupport) without a qualified bachelor's degree; and
- 2 Pass in 3 modules of CPSM[®] Exams.



CPSM Exam Format

Exam	Questions	Duration	Coverage
Supply Management Core – Exam 1	180	3 hours	Sourcing, category management, negotiation, legal and contractual, supplier relationship management, cost and price management, and financial analysis
Supply Management Integration – Exam 2	165	2 hours and 45 minutes	Supply chain strategy, sales and operations planning – demand planning, sales and operations planning – forecast planning, sales and operations planning – product and service development, quality management, logistics and materials management, and project management
Leadership and Transformation in Supply Management – Exam 3	165	2 hours and 45 minutes	Strategy development, stakeholder engagement, people development and coaching, systems capability and technology, risk and compliance, corporate social responsibility and ethics

***All exam scores are valid for three (3) years.**



Types of Questions & Scoring

- The CPSM professional credentialing exam utilizes **four option multiple choice questions** – choose the “Best” answer.
- CPSM scores range between 100 and 600 with **a scaled score of 400 or greater as passing**. Scores are presented in increments of 10.



Study Material & Resources

- The following study materials, online resources, and other product information are available through the ISM website at: <https://www.instituteforsupplymanagement.org>
 - CPSM Study Guide
 - ISM Professional Series (3 volumes)
 - The Supply Management Handbook
 - CPSM Supplemental Reading List (on Web)
 - CPSM Study Bundle (save 15%, diagnostic exam, study guide & pro series bundled)
 - ISM Glossary of Key Supply Management Terms
 - Self-Study Courses
 - CDs/DVDs/Software/Videos
 - Online Courses
 - CPSM Diagnostic Practice Exams

What Does Supply Chain Mean To You?





Supply Chain Career

- Procurement
- Sourcing
- Logistics & Shipping
- Warehouse Management
- Supply Chain Planning (SOP)
- Supply Chain Finance
- Project Management
- Quality Management

You Are on the Right Move

ClassifiedPost.com - Windows Internet Explorer
//myjobs.classifiedpost.com/Job-Search/jobs-in-Merchandising-in-Hong-Kong/F35-D39

CLASSIFIED POST

More Industry

Job Type	
Merchandising & Purchasing	(81)
Sales, Retail & Customer S...	(27)
Marketing, Advertising & Bu...	(21)
Manufacturing	(20)
Logistics, Transportation & ...	(13)
Management	(12)
Accounting	(8)
Quality Control & Assurance	(6)
Administrative & Office Work	(5)
Building & Construction, Arc...	(5)
Information Technology	(5)
Art, Design & Entertainment	(4)
Human Resources	(4)
Finance/Banking	(3)

(PRC Stationed)

- Executive Finance Manager - For our China Operation
- Asst Brand Manager (Casual & Sports Clothing & Footwear) [Job Ref. No. SCIAM/FEB201301]
- Asst Retail Sales Manager (Casual & Sports Clothing & Footwear) [Job Ref. No. SCIAISM/FEB201301]
- Sales & Marketing Assistant
- Assistant Merchandiser - Gift & Premium
- ANALYST PROGRAMMER / SENIOR ANALYST PROGRAMMER(5-day work)
- SENIOR PRODUCT EXECUTIVE - U.S. HEALTHCARE MARKET (REF: ST1201)
- Corporate Social Responsibility Technologist
- Assistant Supply Chain Analyst
- Assistant Quality Assurance Technologist
- Assistant Manager, Human Resources
- Application Analyst
- Quality Assurance Manager
- Sourcing / Purchasing specialist(Tier-One European Brand)
- merchandising Executive Assistant (casual fashion)



The Salary Rank - CPO

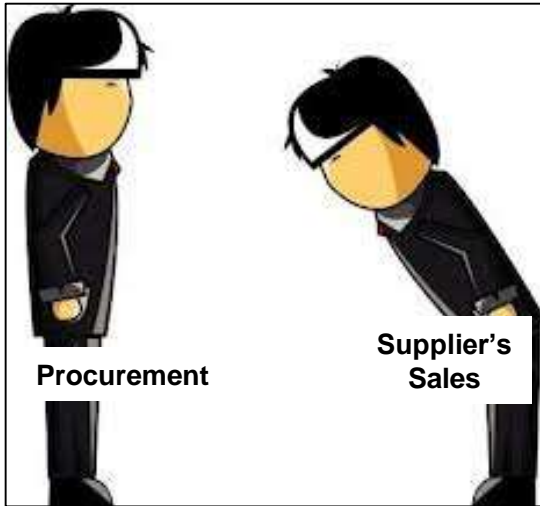
COUNTRY	NUMBER	SALARY	BONUS	TOTAL PACKAGE	
AUSTRALIA	75	119,855	19,669	139,525	
AUSTRIA	21	105,077	26,067		1 Switzerland HK\$2.3M
BELGIUM	21	108,320	17,405		2 Germany HK\$1.8M
BRAZIL	55	93,166	26,160		3 UAE HK\$1.8M
CANADA	59	83,408	14,714		4 Norway HK\$1.7M
CHINA	44	90,381	20,377		5 Denmark HK\$1.6M
DENMARK	34	132,580	29,295		6 Hong Kong HK\$1.6M
FINLAND	20	86,875	7,915		
FRANCE	64	132,797	25,522		
GERMANY	81	150,059	28,142		
HONG KONG	11	127,330	32,166		
INDIA	83	36,469	4,267		
IRELAND	14	89,385	20,650	110,035	
ITALY	35	81,466	16,077	97,542	
LUXEMBOURG	12	102,800	20,000	122,800	
MALAYSIA	29	98,106	22,058	120,164	
MEXICO	29	67,825	13,807	81,631	
NETHERLANDS	85	100,366	18,636	119,002	
NORWAY	11	125,179	44,790	169,969	
SINGAPORE	80	107,651	28,276	135,927	
SOUTH AFRICA	35	63,314	14,806	78,120	
SPAIN	30	85,439	26,269	111,708	
SWEDEN	29	91,547	13,544	105,090	
SWITZERLAND	95	197,198	35,963	233,161	
UNITED ARAB EMIRATES	23	138,922	36,530	175,451	
UK	294	89,611	16,340	105,951	
US	475	119,872	29,939	149,811	
TOTAL/AVERAGE	2003	106,003	22,512	128,515	

**Are
You
Ready?**

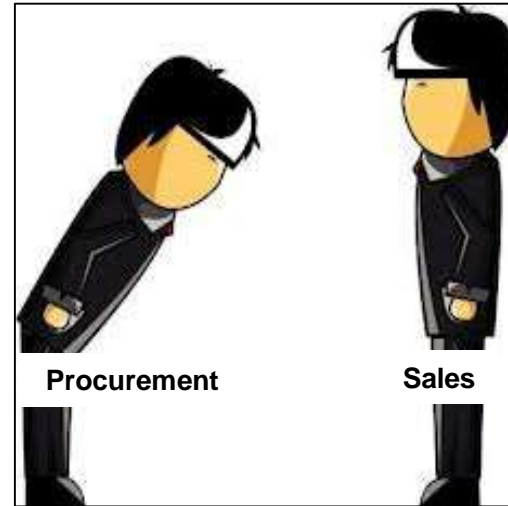
Source: Procurement Leaders

Are You Ready?

External

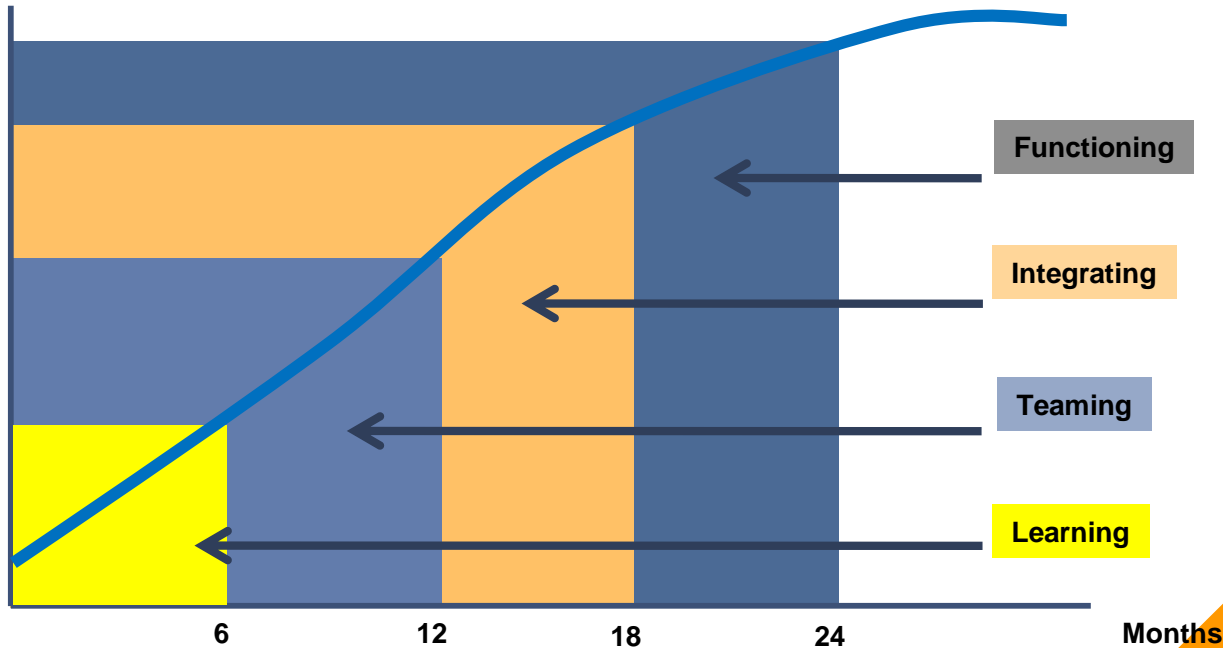


Internal

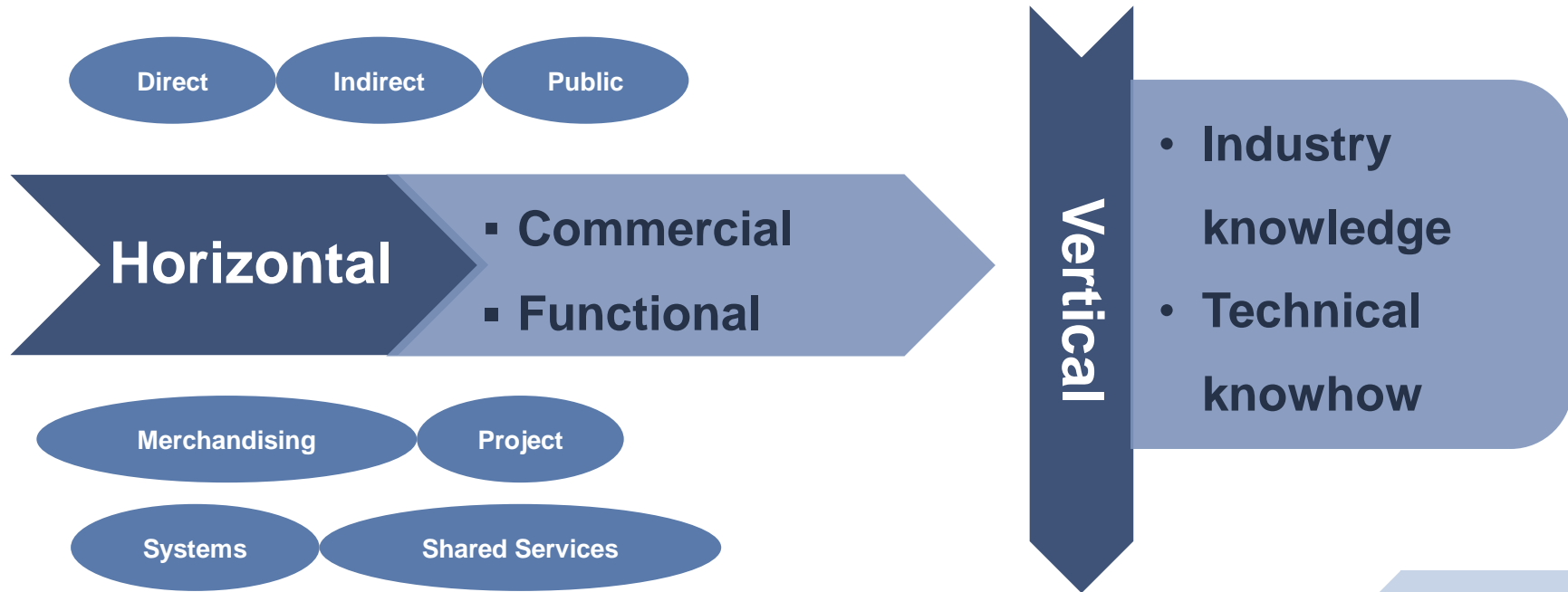


Rule #1: Show Your Adaptability

Productivity



Rule #2: Build Your Expertise



Rule #3: Know What are Expected

Centralized

Manufacturing
Merchandising
Sourcing office

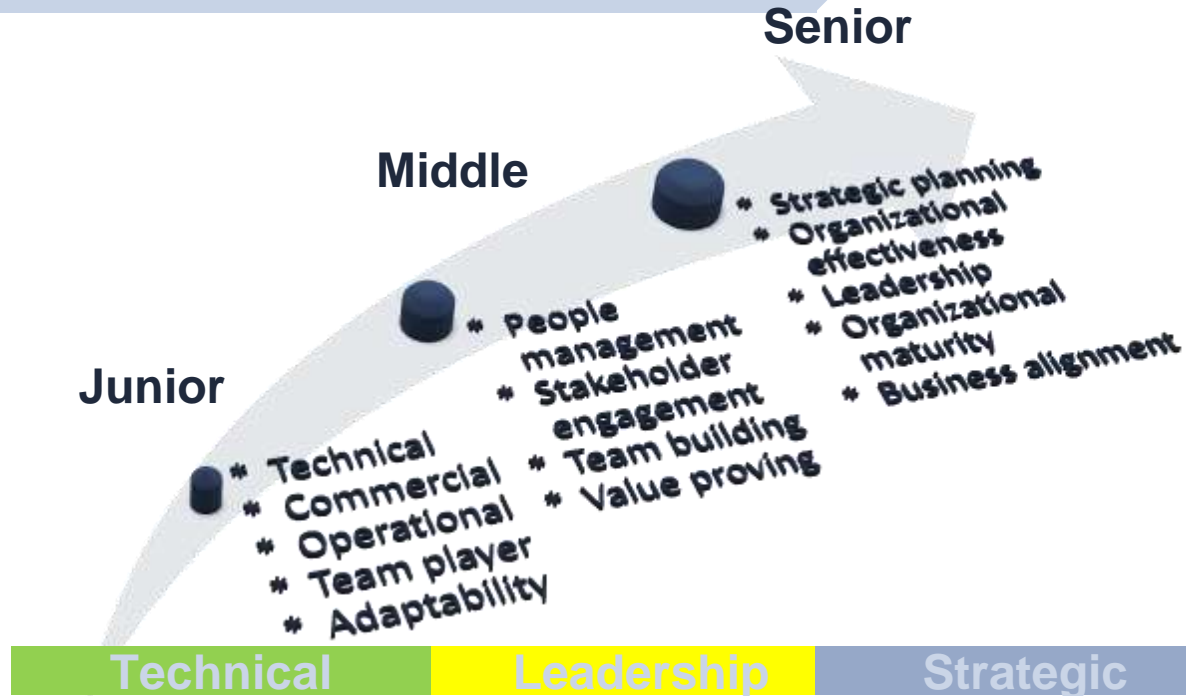
Supplier management
Negotiation
Commercial acumen
Stakeholder management
Technical competence
Communications
Operational excellence

Decentralized

Indirect
Branch driven
Project based

Stakeholder engagement
Influencing
Organizational maturity
Communications
People skills
Team building
Supplier management

Rule #4: Know Yourself



Rule #5: Know Your Competition



Rule #6: Walk the Talk



Conclusion

- **Build your skills**
- **Think out of the box**
- **Be dispensable**