

Introduction of ISM-HK & CPSM



Advance your career. Connect the professionals.
Become a member today.

Institute For Supply Management



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[®])**, **Associate Professional in Supply Management[™] (APSM[™])**, and **Certified Professional in Supplier Diversity[®] (CPSD[®])** qualifications.



ISM Published Information

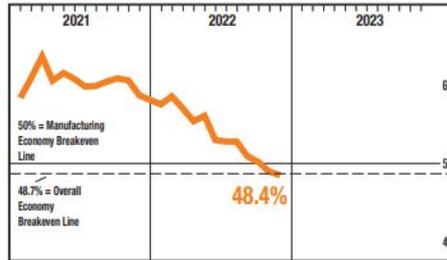
- The **ISM[®] Report On Business[®]** – Manufacturing (PMI[®]) and Services (PMI[®]) – are two of the most reliable economic indicators available, providing guidance to supply management professionals, economists, analysts, and government and business leaders. The reports are issued by the ISM Manufacturing and Services business survey committees.
- The **ISM[®] Report On Business[®]** continues to be consistent and accurate in indicating the direction of the overall economy, in addition to the manufacturing and services sectors. The reports are available on the first and third business day of each month. ISM's Hospital (PMI[®]) will be available on the fifth business day of each month.



Purchasing Manager's Index (PMI®)

MANUFACTURING PMI® at 48.4%

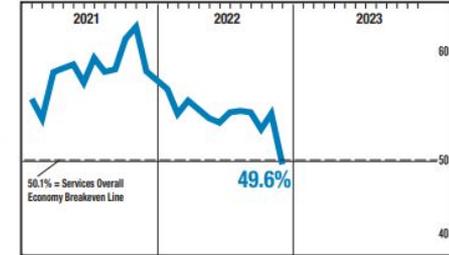
The U.S. manufacturing sector contracted in December, as the Manufacturing PMI® registered 48.4 percent, 0.6 percentage point below the reading of 49 percent recorded in November. This is the second month of contraction and, as predicted, will likely be the norm for the PMI® at least through the first quarter of 2023, with the PMI® expected to be between 48 and 52 percent. Of the five subindexes that directly factor into the Manufacturing PMI®, two (Employment and Inventories) were in growth territory, with both gaining a bit of ground.



<https://www.ismworld.org/globalassets/pub/research-and-surveys/rob/pmi/rob202301pmi.pdf>

SERVICES PMI® at 49.6%

In December, the Services PMI® registered 49.6 percent, a 6.9-percentage point decrease compared to the November reading of 56.5 percent. A reading above 50 percent indicates the services sector economy is generally expanding; below 50 percent indicates it is generally contracting. The past relationship between the Services PMI® and the overall economy indicates that the Services PMI® for December (49.6 percent) corresponds to a 0.2-percent decrease in real gross domestic product (GDP) on an annualized basis.



<https://www.ismworld.org/globalassets/pub/research-and-surveys/rob/nmi/rob202301svcs.pdf>



About ISM-HK

- ISM-HK, established more than 15 years, 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 (USD\$55 for Educators)

- ✓ 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



Benefits of Membership

- **Membership Tools & Template** - ISM Members gain exclusive access to industry tools, templates, and information to help manage the day-to-day responsibilities of your career.
- **Membership Monday** - Every Monday, as a member, you receive an exclusive resource delivered to your inbox.



A Powerful ESG Tool: Supply Chain Localization

MEMBER ONLY

Investors and boardrooms recognize the power of creating a purpose-driven company and are pushing company leadership for improved environmental, social and governance (ESG) performance results. Read more about localization of supply chains.

[View Resource](#)



Sustainability and Social Responsibility Business Case

MEMBER ONLY

Access this member-exclusive template to create, communicate, and implement your business case as well as to plan and suit your organization's goals.

[View Template](#)



ISM 2022 Supplier Diversity Data Report

MEMBER ONLY

This member-exclusive data report provides survey questions and findings from ISM's 2022 Supplier Diversity research study.

[View Resource](#)

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Benefits of Membership

Monthly Webinars - Webinar topics focus on hot trends, challenges and issues in our industry. They feature leading subject matter experts, offering insights and ideas that you won't find or hear anywhere else. Webinars are all about timely, relevant information that arm you with valuable knowledge for success.

Apr 13, 2023

Quarterly State of Risk Update

Online

1.0

Register Now

 MEMBER ONLY

 MEMBER WEBINAR

Product Code: MEMBERWEB2303

Anytime

Data and Analytics - Shaping the Future of Supply Chain Management

Online

1.0

Add To Cart

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 MEMBER WEBINAR

Product Code: MEMBERWEB2305



Benefits of Membership

Inside Supply Management Magazine (*Inside Supply Management*[®]) - The digital magazine is an exclusive benefit for ISM members, delivering important knowledge and information that are critical to your success. The magazine goes in-depth on topics and personal stories about the professional community and the trends impacting them. The magazine is published 6 times per year in both print and digital.



Wild Cards and Moving Parts

JANUARY 11, 2023 **MEMBER ONLY**

Anticipating the economy's trajectory is no easy feat given unpredictable variables and changes that are happening at 'light speed.'

Sue Doerfler

JANUARY 11, 2023 **MEMBER ONLY**

The Inventories Puzzle

After a tumultuous year in which many (but not all) supply chains unclogged while demand decreased, the 'very complex' task of managing stock levels has become as challenging as ever.

Dan Zeiger

JANUARY 11, 2023 **MEMBER ONLY**

A Novel Approach to Managing Indirect Spend

Smart consumption methodology and its five pillars can help companies achieve sustained results by capturing impactful savings and embedding behavioral change into the organization.

Frank Palmer, Tom Rapp, Dan Belz, Bob Tevelson, Tyler Vigen

JANUARY 11, 2023 **MEMBER ONLY**

A Tangled Labor Tug-of-War

With multiple forces that have pulled some companies into making layoffs while others are still desperate to hire, supply management employment issues have rarely, if ever, been more complex — and will likely remain so in the next few years.

Dan Zeiger



ISM-HK Friends Membership

01

Free Membership

- No cost at sign up through <https://www.ism-hk.org/join-us>

- ✓ Anyone can join
- ✓ No voting right for annual general meeting
- ✓ No official membership benefits such as online resources and discount on paid events

Benefits of All Memberships:

- **Connect** with the brightest minds in the supply management and procurement field. ISM opens doors worldwide.
- **ISM certifications** are among the industry most well respected credentials. They are globally relevant and demonstrate your current skills in strategic supply management.
- **A knowledgeable supply chain professional** is a successful supply chain professional. As an ISM member you will have up-to-date industry information at your fingertips.



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.**





Global Recognition of CPSM

- CPSM® is globally recognized as the **gold standard of excellence for supply management professionals**.
- Created from in-depth analysis of supply management functions, this premier **supply management training experience** addresses the realities of supply management, as well as workplace complexities including globalization, use of technology, and expanded competencies that supply chain and procurement professionals employ to drive value in their organizations.
- By earning a CPSM® designation, you will have an unparalleled **supply management certification**. Not only will you stand apart from your peers, you will have advanced skills and knowledge and a greater understanding of end-to-end supply chain.
- A CPSM® certification will position you to obtain both your **personal career goals** and to support the directions and outcomes of the organizations for which you work.



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



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 you 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 four (4) 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



Recertification Requirements

- Every three (3) years with 60 Continuing Education Hours (CEHs)
- Categories for earning CEHs – college courses & seminars (taken or taught), contributions to the profession, membership, articles.
- Candidates will be able to retake each CPSM Exam for 20 CEHs but only in their last year of certification or during their grace period.
- One-year grace period – resets certification date



APSM Qualification

NEW

- ❑ Associate Professional in Supply Management (APSM) is a new qualification for full time students preparing for a supply management career
 - Eligibility: Active ISM student members - Full time# students in the final or the year before final year
 - Examination to pass: ISM “Supply Management Core”
 - # Full time is defined as 12 or more credit hours for undergraduate students and 6 or more hours for graduate students.

- ❑ To progress from APSM to Certified Professional in Supply Management Professional (CPSM[®]) credential → Take & Pass the next 2 ISM exams – “Supply Management Integration” and “Leadership and Transformation in Supply Management” while gaining further job experience in the supply management field.



How To Get Accredited?

- Membership fee: US\$35 per year (compared to US\$160 per year for professional membership)
- Exam fee for student members → US\$295 (compared to US\$495 for non-membership exam fee)
- One examination to pass: ISM “Supply Management Core”
Acquiring competencies of supply management including: Sourcing; Category Management; Negotiation; Legal and Contractual; Supplier Relationship Management; Financial Analysis
- A saving of US\$325 (125+200) for a year of membership and exam fee to jump start the recognition in supply management profession

JOIN US NOW!



Register for CPSM Exam



Register for ISM-HK Membership