Transform Your Team

Position your team at the forefront of supply chain management with the Certified Professional in Supply Management®.
“Professionals who take the CPSM® Exam will learn new material, or refresh their skills in many areas that may help to make better decisions regarding responsibilities of their position, or their organization’s supply chain.”

Kristin Cairns, CPSM
Associate Director, Worldwide Procurement
Pfizer Inc
Transform Your Team

You can have the best product or service on the market, but if you don’t keep costs down, quality up and delivery on time, you won’t survive. To carve out a secure future for your organization, your supply team needs more knowledge and experience to get a jump on the competition. The Certified Professional in Supply Management® (CPSM®) from the Institute for Supply Management® (ISM), the first and largest supply management association in the world, gives your team the edge you need in this global marketplace.

Transform your team by leveraging individual talents into organizational strength with supply management’s most prestigious professional designation. The CPSM® positions your team at the forefront of supply chain management. It sets high standards for your team and your organization. To validate professional competencies, the stringent requirements of the CPSM® not only include successfully completing three exams but also having relevant work experience and a bachelor’s degree.

Employees who become CPSM®s can leverage their bachelor’s degree and current skills into multifaceted expertise of a global supply chain. Develop a team of highly trained supply management professionals to lead your organization through the twists and turns of the global economy. The CPSM® is the ultimate symbol of professional competence in supply chain management.

As your supply organization takes center stage in strengthening the bottom line, individual job functions are now fully interrelated, making expertise in multiple areas of supply management critical. To fill this need, the CPSM® covers the major components of supply chain management. Is your team ready for the challenge?

Recognized Globally

The CPSM® is recognized globally and defines supply management professionals around the world. Since its debut in May 2008, ISM boasts CPSM®s in more than 25 countries, with testing centers in more than 230 countries.

If your organization conducts business in the U.K., the CPSM® has reciprocity with The Chartered Institute of Purchasing and Supply (CIPS). CPSM®s in North America may apply for and receive the MCIPS designation from CIPS. MCIPS holders in the U.K. may apply for and receive the CPSM® credential from ISM. Visit the Professional Credentials section of the ISM Web site for more details.

Knowledge Management

Can your team members manage everything from finance and risk compliance to global sourcing and relationship management? CPSM®s have demonstrated the ability to understand and apply, not just memorize, exam concepts associated with manager level and above.

The multidimensional expertise demanded by the CPSM® gives a macro perspective of strategic sourcing, cultural awareness, risk compliance, organizational global strategy, logistics and social responsibility. Knowledge in areas such as finance and the benchmarking of global suppliers is also covered in the exams. The integrated skill set required to reach this professional designation in areas like commodity management, supplier diversity and supplier relationship management allows your team to continually evolve and drive value in every link of your supply chain.

Talent Management

The CPSM® can help define a career path for your supply managers, assist in your succession planning and improve employee retention. People are more motivated to remain with their organization when you invest in their professional development. Use the CPSM® to evaluate and select the right talent for key positions. They will have the capacity to generate strategic solutions and effectively manage global supply chains.
CPSM® Eligibility

- Three years of full-time, professional supply management experience — nonclerical, nonsupport
- Bachelor’s degree from a regionally accredited institution or international equivalent
- Successfully pass three CPSM® Exams, OR, if you are a C.P.M. in good standing, pass the Bridge Exam (test centers located in more than 230 countries)

Recertify every three years with 60 Continuing Education Hours (CEHs). For added convenience, ISM offers many online courses to earn CEHs.

CPSM® Bridge Exam

Certified Purchasing Managers (C.P.M.s) in good standing with a bachelor’s degree only need to take the Bridge Exam. The CPSM® Bridge Exam is a single exam covering content not included in the C.P.M. Exams.

About the CPSM® Exams

CPSM® Exam Content

There are three CPSM® Exams covering the major areas of supply management. (Current C.P.M.s with a bachelor’s degree may take one Bridge Exam.) For detailed exam specifications, visit the Professional Credentials section of the ISM Web site at www.ism.ws.

The exams include application-style questions that cannot be answered by memorization or comprehension alone. They require knowledge and experience to identify and apply the best solution.

Exam 1 — Foundation of Supply Management
165 questions, two hours and 45 minutes
Contracting and Negotiation | Social Responsibility | Cost and Finance | Sourcing | International Supplier Relationship Management

Exam 2 — Effective Supply Management Performance
165 questions, two hours and 45 minutes
Forecasting | Materials and Inventory Management | Logistics | Organization and Department Assessment | Product and Service Development | Quality | Planning

Exam 3 — Leadership in Supply Management
180 questions, three hours
Leadership | Strategic Sourcing | Risk Compliance

Bridge Exam — Only for current C.P.M.s with a bachelor’s degree.
180 questions, three hours
Information not covered in the C.P.M. Exams

ISM offers worldwide testing in more than 230 countries through Pearson VUE Testing Centers. Visit www.pearsonvue.com/ism to find your nearest test center.

Exam fees: USD $180 per exam members/USD $265 per exam nonmembers
“I was interested in the fact that it dealt with more than just one facet of the supply chain. A credential is a symbol on a piece of paper. Its value lies in the knowledge gained; its worth is proved with every successful negotiation; its reward is in every dollar saved.”

Terry Volpel, CPSM, C.P.M.
Senior Manager — Strategic Procurement
ATB Financial
Use These Resources to Study

ISM offers a variety of study materials to assist in exam preparation. To meet personal study preferences, some study materials are available in print or online. ISM best-sellers include the CPSM® Study Guide and the CPSM® Diagnostic Kit.

CPSM® Study Guide
The CPSM® Study Guide provides information on test specifications, examples of the testing format and question styles. (Bridge Exam content is noted.)
USD $59 members/USD $89 nonmembers

CPSM® and CPSM® Bridge Exam Diagnostic Kit
The CPSM® Diagnostic Kit, choice of print or Web version, helps you focus your study efforts by identifying any areas of supply management that need improvement. You get a sample test for the CPSM® Exam(s) with a scoring chart and correct answers, including justifications and bibliographic references. Use with the CPSM® Study Guide.
Print version, Exams 1, 2 and 3: USD $79 members/USD $99 nonmembers
Print version, Bridge: USD $49 members/USD $69 nonmembers
Web version, each Exam: USD $49 members/USD $69 nonmembers
Web version set, Exams 1, 2 and 3: USD $129 members/USD $169 nonmembers
(Bridge Web Diagnostic Kit available late 2010)

ISM Professional Series
The ISM Professional Series focuses on challenges, goals and the integrated skill sets needed to be successful in strategic supply management. The series draws from all industries and levels, formulating a macro view of the profession. Each volume corresponds with one of the three CPSM® Exams.
Three-volume set: USD $195 members/USD $280 nonmembers
Each volume: USD $85 members/USD $115 nonmembers

CPSM® and CPSM® Bridge Exam Review Courses
In print, online and face-to-face versions, the CPSM® and CPSM® Bridge Exam Review Courses have been developed according to exam specifications. They provide an overview of the material covered on the CPSM® and CPSM® Bridge Exam, with resource articles, case studies and supplemental content developed by subject-matter experts. There is a post-test with justifications to evaluate your increased knowledge.
Self-study workbook courses: USD $159 members/USD $199 nonmembers
Online review courses: USD $195 members/USD $295 nonmembers
(Online review courses available at www.ism-knowledgecenter.ws)
CPSM® Bridge Exam review course: USD $1,395 members/USD $1,695 nonmembers
CPSM® Exam review course: USD $1,595 members/USD $1,895 nonmembers
CPSM® Supplemental Reading List

For those who want additional study, a CPSM® Supplemental Reading list is available at www.ism.ws. The Supplemental Reading List contains a variety of exam-related titles that give additional resources in the broad areas of supply management.

CPSM® and CPSM® Bridge Exam costs with our best-selling study materials.

The return on investment can be obtained many times over in a single negotiation or cost-reduction effort. ISM membership is not required to become a CPSM®. However, members do enjoy significant savings. For details on ISM membership, visit www.ism.ws.

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Getting Started

Order study materials and register for exams at www.ism.ws. Once all three exams (or the Bridge Exam for qualified C.P.M.s) are passed, send application to ISM with proof of bachelor’s degree and work experience. Most candidates take between six to 12 months to become a CPSM®. Exam scores are valid for three years.

Register, or get more information, at www.ism.ws and select Professional Credentials, or call 800/888-6276 or +1 480/752-6276, option 8.

For group testing or exam preparation at your location, contact our Sales Team at 800/888-6276 or +1 480/752-6276: Kathy Braase, extension 3061 or kbraase@ism.ws, or Trish True, extension 3086 or ttrue@ism.ws. Minimum number required.

As the largest supply management institute in the world, the mission of Institute for Supply Management™ (ISM) is to lead supply management. By executing and extending its mission through education, research, standards of excellence, influence building and information dissemination — including the renowned monthly ISM Report On Business® — ISM continues to extend the global impact of supply management. ISM is a not-for-profit membership association serving more than 40,000 supply management professionals in 75 countries.
Transform Your Team

Now is the time to build a sustainable supply chain and organization. Transform your team to make a difference in your profession and your organization. Transform your team to get the additional knowledge and experience to secure your organization’s future. Transform your team to make strategic contributions to your organization. Transform your team to successfully compete in the global marketplace. Have your team earn the prestigious Certified Professional in Supply Management® (CPSM®). Register for exams and order study materials at www.ism.ws or 800/888-6276 or +1 480/752-6276, option 8.

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