Purchasing Management

Management Development Center
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Who Should Attend?
The Purchasing Management certificate program is designed for middle-managers, upper-middle managers, staff personnel and consultants currently involved or looking to become involved in purchasing management responsibilities. Professionals with at least one year of purchasing experience, or those interested in becoming certified through NAPM will benefit most from this program.

Why Purchasing Management?
The Certificate in Purchasing Management is a program developed in cooperation with NAPM-Chicago. The intent of the course is to establish a "core body of knowledge" for students who are new to Purchasing (0-5 years experience). It will also help to round out the knowledge for more experienced students.

The Goals
This program is based on the professional body of knowledge in the field of purchasing management. The course will serve as a primary education tool for students who want to pursue their APP or CPM recognition from NAPM. This certificate also provides the necessary prerequisites for the certificate in Supply Chain Management, which expands on some of the topics covered in Purchasing Management, but also involves more advanced areas and greater financial analysis. Throughout the four modules students will work on a purchasing management project. The result of the project will be a Purchasing Binder/Manual which will serve as a reference to many future purchasing issues.

The Topics
During this 24-week program, you will explore the following topics relevant to Purchasing Management in four modules consisting of:

Module 1 - Primary Purchasing Functions - This introductory module develops basic knowledge in students in the areas of identifying requirements, competitive bidding processes and specifications, legal aspects of purchasing, contracts, analyzing suppliers and negotiating skills.

Module 2 - Linking the Supply Chain - Focus on information technology, quality control/specifications, communications, partnering with suppliers and market forecasting.
Module 3 - Resource Management - Develops skills in sourcing analysis, make vs. buy decisions, financial analysis, management of inventory, value enhancement and materials requirements planning (MRP).

Module 4 - Management Skills - Examine strategic plans associated with purchasing management, operating policies and procedures, budget control, administration of purchasing functions, human resources management and auditing programs.

Outcomes

- Compilation of a Purchasing Manual throughout the program.
- **Meet and Network** with other purchasing managers, industry insiders, business leaders and DePaul University's faculty.
- **Develop** purchasing management skills and begin to prepare for National Association of Purchasing Management (NAPM) certification examinations.
- **Comprehend** the role of Purchasing Management in an effective corporation.

Program Dates

**Location/Times**

**Spring 2002**

*O'Hare Campus*

Tuesday nights, 6:15 p.m.- 9:15 p.m.

*April 2 – September 17, 2002.*

**Campus Locations**

*O'Hare Campus*

DePaul University
3166 S. River Road
Des Plaines, IL 60018
Faculty

DePaul University's Management Development Center features professors from DePaul's Department of Management, who teach in conjunction with top business professionals from the Chicagoland area.

Faculty Expertise

**Michael S. Crowley, CPM, MBA**
Michael Crowley is the purchasing agent responsible for the acquisition of raw material, capital equipment, operating supplies and outside services at Flexible Steel Lacing Co. He has developed and transformed the purchasing department into a modernized and more efficient business by formalizing the transportation program and organizing hazardous materials in manufacturing areas. Mr. Crowley received his MBA in Operations Management from DePaul University's Kellstadt Graduate School of Business.

**Thomas E. Dean, CPM**
Thomas Dean possesses over 30 years of experience in purchasing, materials management and supplier development. He has held management positions with firms serving the nuclear power, electronics, automotive and electrical power protection industries. He has a strong background in negotiations - both with domestic as well as international suppliers. He is currently the Director of Corporate Procurement for Plainfield Companies. He received his degree in Business Administration from Citrus College.

**Alan M. Drewno, CPM**
Al Drewno has over 26 years in the Manufacturing, Systems and Materials Management area primarily for Allegiance Healthcare, a leading manufacturer and distributor of health care products worldwide. He is currently Director of Business Integration for Allegiance, and previously has held the positions of Director of Global Sourcing, Director of Materials Management Systems, Plant Manager and Senior Manufacturing Consultant. Al received his degree in Operations Management from Northern Illinois University and is a CPIM through the American Production and Inventory Control Society, (APICS).
Gregory J. Selep, MBA
Gregory Selep is currently a senior consultant for R. Reed Business Systems. He is skilled in project management, methodology, management, end-user training and configuration. His experience includes marketing management, materials management and manufacturing management. He received his MBA in Business Administration from Rosary College.

Robert F. Smith, CPM
Robert Smith is a management consultant and executive trainer specializing in supply management and purchasing. He has a strong background in negotiations with domestic and international suppliers, and is frequently called upon to assist companies whose purchasing and supply functions are in transition. He is a graduate of Harvard University's Executive Purchasing Program.

The Cost

**Option One** - The entire program must be paid for prior to the program start date, at a cost of $3,500.

**Option Two** - Individual modules may be taken for a fee of $1,000 each. Tuition is due at the start of the module.

Textbooks and materials are included. Tuition deferment options are no longer available.

Refunds will be granted on a pro-rated basis determined according to the MDC student handbook, less an administrative fee of $150.