



Excellence in **the New Normal**

2010 APICS International Conference & Expo

October 18-20, 2010 • Las Vegas, Nevada, USA

Make it Count: A Leader's Guide to a Successful Experience at APICS 2010

Presented by Dave Dougherty, CPIM
San Diego Chapter

Today's Agenda

Conference Activities

- Recommended and “required” activities

Networking

- Keys to success while expanding your network

Mentoring

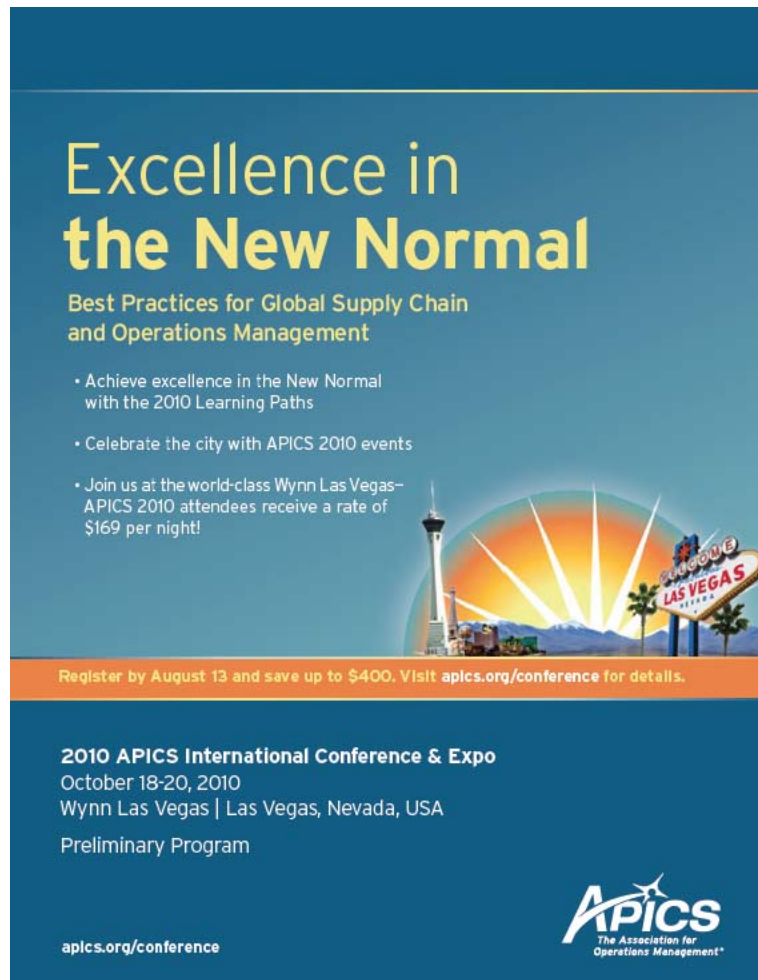
- Utilizing the Scholar/Mentor Program



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Best Practices for Global Supply Chain and Operations Management

The Conference Program



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**Best Practices for Global Supply Chain
and Operations Management**

- Achieve excellence in the New Normal with the 2010 Learning Paths
- Celebrate the city with APICS 2010 events
- Join us at the world-class Wynn Las Vegas—APICS 2010 attendees receive a rate of \$169 per night!

Register by August 13 and save up to \$400. Visit apics.org/conference for details.

2010 APICS International Conference & Expo
October 18-20, 2010
Wynn Las Vegas | Las Vegas, Nevada, USA
Preliminary Program

apics.org/conference



The Association for
Operations Management®

- Where to Get it
- How to Use it
- Post Conference



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Choose Your Path



- Global Supply Chain Principles
- Global Supply Chain Specifics
- Planning and Control of Operations Principles
- Planning and Control of Operations Specifics
- Lean
- Professional Advancement
- Hot Topics

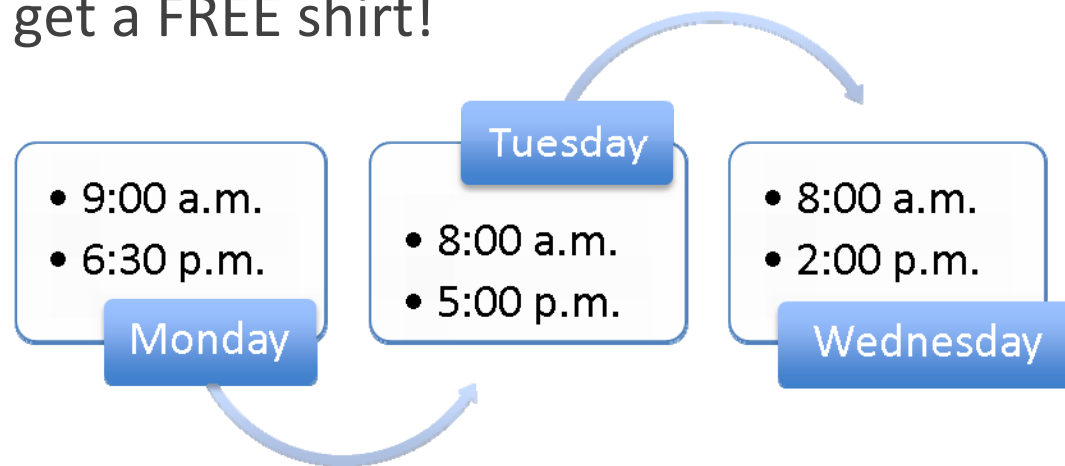


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The Community Center

- Have Questions? Get Answers on:
 - Membership
 - Certifications
 - Resources
 - Raffle Tickets
 - Scholars get a FREE shirt!

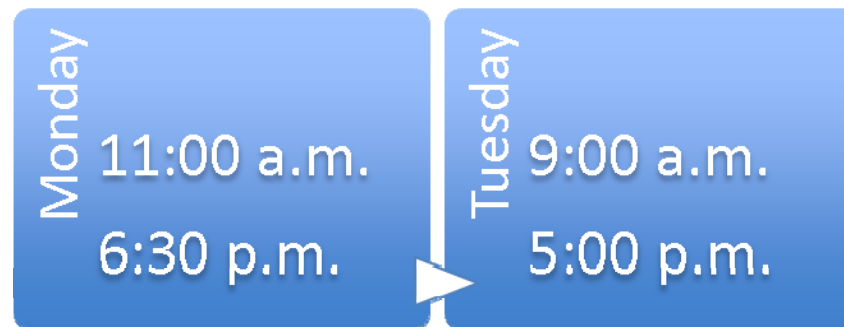


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Discover the Expo!

- APICS Career Connections
 - Mentoring
 - Career development and transitioning
 - Situational leadership
 - Cross-industry marketability
 - Career coaches from Volt Workforce Solutions



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Earn Some Money

APICS Head of the Class Competition

HOCC Prizes:	Grad Students:	Undergrad Students:
1 st Place	\$250	\$250
2 nd Place	\$150	\$150
3 rd Place	\$50	\$50
Runners-Up (2)	\$25	\$25

Monday

2:30-4 p.m.

Room: Mouton 1



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APICS
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Special Networking Events

- APICS Welcome & Recognition Reception
- Networking Lunches
- Opening & Closing Reception



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Ready to Network?



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The Introduction...

1st Scenario

Hi, I am Jessie Smith, and I am currently looking for an entry-level position in the manufacturing industry. Would you like to review my résumé?

2nd Scenario

Hello, my name is Jessie Smith. I see that you have earned the CPIM designation. I have been thinking about taking the Basics exam. Do you have any good advice on how to prepare?



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Before You Begin Networking

- Business Cards
 - Name
 - Phone number
 - E-mail
- Résumé
- Social Networking
- Elevator Pitch
 - 10 seconds
 - 1-2 minutes



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APICS Social Networking

The screenshot shows the Facebook profile page for APICS. The header includes the Facebook logo and navigation tabs: Home, Profile, Friends, and Inbox. The user is logged in as Erin Gibson. The page features the APICS logo and a navigation menu with tabs for Wall, Info, Photos, Boxes, and Discussions. A text box for writing a post is visible, along with options to attach files and share. Below the post box, there are sections for 'Information' (founded in 1957), 'Fans' (6 of 592 fans), 'Favorite Pages' (1 page), and 'Photos' (2 of 4 albums). The main content area shows a post from August 28 about the 2009 APICS Photo Contest, followed by a post from August 25 by Tracy Cheetham about an exhibit at the Supply Chain Asia conference.

The screenshot shows the LinkedIn page for APICS. The header includes the LinkedIn logo and navigation tabs: People, Jobs, Answers, and Companies. The user is logged in as Erin Gibson. The page features the APICS logo and a navigation menu with tabs for Overview, Discussions, News, Jobs, Subgroups, and More. A text box for writing a post is visible, along with options to attach files and share. Below the post box, there are sections for 'Groups' (6 groups), 'Profile' (Edit My Profile, View My Profile, Recommendations), 'Contacts' (Compose Message, Received, Sent, Archived), and 'Applications' (Add Connections). The main content area shows a post from August 25 by Erin Gibson about an exhibit at the Supply Chain Asia conference, followed by a post from August 25 by Tracy Cheetham about an exhibit at the Supply Chain Asia conference.



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Networking at Conference

- Meet NEW people
- USE informational interviews
- ONLY give résumé when asked
- Dress PROFESSIONALLY
- HELP others
- Make NOTES



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Networking After Conference

- Follow up with contacts
- Add contacts to social networking
- Find local APICS members
- Share what you learned at the conference



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Finding a Mentor

- Meet Your Mentor Event at 5 p.m. today!
- Meet chapter officers
- Meet district staff members



Find your local chapter at:

www.apics.org/chapters

Find your district Web page at:

www.apics.org/membership/districts



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Building Mentoring Relationships

- APICS Receptions and Luncheons
- APICS General Sessions
- Group Dinners



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Thank You! Enjoy the Conference!

Remember to visit the Community Center and Career Connections Booth at the Expo for more information.

Contact the presenter at:



Dave Dougherty, CPIM

DavidWDougherty@gmail.com



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