

Training for Procurement Professionals
Seminar Instructors and Content Categories



Instructor	Title	Number of Courses	Topics covered	Platforms	Topics Legend	
					Topic (from RFP IX C,3)	Topic Code
Michael Bohon, CPSM, CMRP	Principal, Healthcare Solutions Bureau	5	a3, c3	Both	UPPCC	a
Julie Brignac	Principal, Vantage Partners	8	a1, a2, a3, c3, d5	Classroom	Procurement Admin	a1
Martin Carrara	JD				Sourcing	a2
Richard Dawe	Director of Operations & Supply Chain Management Program, Golden Gate University				Negotiations Basic	a3
Tom DePaoli, PhD	Dept. Head, School of Management, Marian University	6	a1, a2, a3, c, Lean	Classroom	Negotiations Adv.	a4
Yasser Dessouky	Chair, Department of Industrial and Systems Engineering, San Jose State University	6	f3, f6, Lean	Classroom	Contract Admin	a5
Ron Emery	VP Alchemy Associates	21	a1, b9, c2, d5, e1, e2, e5, f3, f5, f6, f9	Classroom	Supply Management	a6
Eldonna Fernandez	Principal, Think Like a Negotiator	4	a4, a5, f17	Both	Strategic Procurement Planning/Sourcing	a7
Henry Garcia	President, Asentrene, Inc.	64	a1, a4, a5, a6, b1, b2, b3, b4, b5, b6, b7, b8, b9, b10, d2, e1, e3, e5, e7, f3, f6, f17, CPSM	Classroom	Project Management	b
Marilyn Gettinger	Principal, New Directions Consulting Group	46	a1, a2, a3, a4, a5, a6, a7, b1, b9, c1, c2, c3, c7, d2, d4, d6, e1, e3, e7, f3, f5, f6, f11, f14, f15,	Both	Integration Management	b2
LeRoy Graw	President, International Purchasing & Supply Chain Management Institute	15	a1, a5, a7, b9, c2, d6, e4, e8, f3, Lean	Classroom	Scope Management	b3
Mark Grieco	JD, Senior Partner, Grieco & Scalera	10	a4, b9, e2, e3, e4, e5	Classroom	Time Management	b4
Ken Jones	Director, Western Michigan University - Center for Integrated Supply Management	8	CPSM, a1, a4, b9, c4, c6, d1, e1	Classroom	Cost Management	b5
Mike Kolodisner	President, Pro-Train	11	a1, a5, e1, e3, e4, f1, f4, f7, f8	Classroom	Quality Management	b6
Andrew Kwok	Manager, Strategic Sourcing - Eaton Corporation	3	CPSM	Classroom	HR Management	b7
Tim Leh	Director of Strategic Sourcing - The Hershey Company	19	a2, a3, a4, b9, d7, e1, e8, f1, f3, f6, CPSM	Classroom	Communications Management	b8
Elizabeth Lions	President, Elizabeth Lions Consulting	7	F6, F11, F16, F17, F18	Both	Risk Management	b9
Patrick Lynch	ChainLEANK Global Sourcing	9	b9, CPIM	Classroom	Procurement Management	b10
Irene Marnell	Board Member - ISM Risk Management Sub Group	13	a5, f6, CPSM	Classroom	Supply Management	c
Michael Matalone	President, Excelsior, Inc. & XP3 Talent System	2	f5	Classroom	Logistics	c1
Darrin Matthews	Director, Portland State University, Contracting & Procurement	9	A1, A5, A6, C1, D6	Both	Warehousing	c2
Michael McGinnis		3	a4, f3	Online	Distribution/Inventory	c3
Zai Phiroz	Professor, Supply Management, Harvard School of Business	8	a6, a7, d1	Both	Strategic Sourcing	c4
Greg Pustelnik		3	a5	Classroom	Training/Development	c5
Zinoviy Radovitsky	Chair Department of Management, Ca. State University, East Bay	(Fall 2015)	(Fall 2015)	(Fall 2015)	Category Management	c6
Edie Raether	Change Strategist: Speaker Author Coach	17	A4, F4, F5, F6, F8, F15, F16	Classroom	Stakeholder Management, Advocacy, Marketing	c7
Tammy Rimes	Principal, Tammy Rimes Consulting	1	a1	Classroom	Supplier Management	d
Suzanne Sellers	Principle	7	a1, a5, d6, CPSD, CPSM	Classroom	Supply Market Analysis	d1
Joe Shedlawski	Director, Supply Chain - Corepharma, APICS Master Instructor	14	a1, a6, a7, b1, c1, c3, f6, f16	Both		

Paula Shoup	Owner/Executive Coach, Internal GPS	1	a3	Classroom	Supplier Qualification	d2
Gurpreet Singh	Strategic Supply Chain & Six Sigma Consulting LLC	10	a1, a4, a5, a7, c6, d7, Lean	Classroom	Supplier Development	d3
Barbara Teicher	Owner, Etc. - Executive Training & Coaching	7	F8, F10, F15, F16	Both	Supply Base Management	d4
Jim Ullum	Managing Partner, Source International	6	a6, c4, e6, f3	Classroom	Vendor Managed Inventory	d5
Mark Weis	JD	11	a6, e1, e2, e3, e4, e5, e6	Classroom	Socio-Economic Factors	d6
Matt Werder	Chief Technology Officer, Senior Director - Enterprise Technology Solutions	3	a1, f16, Lean	Both	Supplier Relationship Management	d7
Patrick Woods	President, Supply Chain Education	19	a1, a4, a6, a7, b9, c2, c3, d2, d6, d7, e2, e6, f3, CPIM, CPSM, Lean	Classroom	Legal Aspects	e
					Practical Applications	e1
					Contract Types	e2
					Contract Development	e3
					Provisions, Terms & Conditions	e4
					Requirements & Specification Development	e5
					Contract Disputes & ADR	e6
					Model Procurement Code	e7
					Legal Aspects of eProcurement	e8
					FOIA	e9
					Business Competencies	f
					Economics	f1
					Budgeting	f2
					Accounting & Finance Skills	f3
					Change Management	f4
					HR Skills	f5
					Management Theory	f6
					Decision Making	f7
					Critical & Creative Thinking	f8
					Org. Behavior	f9
					Group Dynamics	f10
					Business Ethics	f11
					Business Law	f12
					Public Admin.	f13
					Presentation Skills	f14
					Business Communications	f15
					Adult Learning	f16
					Coaching & Team Building	f17
					Strategic Thinking & Leadership	f18