



Advanced Purchasing Dynamics Calendar of Events

Event	Date and Time	Location	Registration
<p>Optimize Your Procurement Resume</p> <p>A resume is your first chance to make a good Impression. According to hiring professionals the majority of resumes they see contain mistakes, does this include yours? The former procurement executives leading this webinar will show you how to create the perfect resume that will help take your professional career to the next level. Event Registration Fee will be donated to Focus: Hope</p>	<p>2/23/2012 5:30PM-7:30PM</p>	<p>Online</p>	<p>Reister Now</p>
<p>Succeeding in the New Competitive Landscape</p> <p>A business and legal briefing hosted by APD and Dan Sharkey of Brooks, Wilkins, Sharkey & Turcco. Industry thought leaders will address the issues buyers and sellers are faced with in the transformed automotive industry and provide attendees with actionable strategies to strengthen their organization's position. Experts sharing their insights include Joseph Bione, President & Managing Partner, The Whitehall Group, Craig Fitzgerald, Automotive Industry Analyst, strategic planning and global services practices, Plante & Moran, PLLC, Mike Benson, Managing Director, Stout Risius Ross, Dan Sharkey, Partner & Co-Founder, Brooks, Wilkins, Sharkey & Turco PLLC, Jeoff Burris, Founder & Principal, Kevin Galvin, Lead Consultant, and Adam Thor, Director of Cost Engineering, Advanced Purchasing Dynamics, Inc.</p>	<p>2/29/12 7:30am-11:30am</p>	<p>Troy, MI</p>	<p>Register Now</p>
<p>Negotiations For Program Teams:</p> <p>Strategic Negotiations for Program Management Teams provides negotiation processes and knowledge to help Program Teams negotiate effectively with customers, suppliers and other personnel to deliver program objectives and satisfy customers.</p>	<p>3/8/12 8:00am-5:00pm</p>	<p>TBD</p>	<p>Register Now</p>
<p>Effective Use Of Cost Breakdowns:</p> <p>This comprehensive course trains buyers in accounting and how to use the information provided in detailed cost breakdowns effectively, to improve their bottom line.</p>	<p>3/22/12 8:00am-5:00pm</p>	<p>TBD</p>	<p>Register Now</p>

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Strategic Negotiation Training: Achieve better negotiation results. This two-day course will rapidly update your negotiation knowledge and skills. Lead by negotiation experts, offering hands on training that will supply purchasing and sales professionals with the how-to's needed for maximizing results utilizing Power, Aspiration and Preparation.	4/25/2012 & 4/26/12 8:00am-5:00pm	TBD	Register Now
	9/19/2012 & 9/20/12 8:00am-5:00pm	TBD	
Motor Vehicles Metals & Resins Conference This conference is designed to enable the sharing of expert insights on trends and future pricing scenarios including an understanding of how past, present, and future demand and capacity for metals and resins may impact pricing. Participants are provided with actionable strategies to effectively manage metals and resins costs in their supply chain through best practice benchmarking.	5/17/12	Hilton DoubleTree Detroit, MI	Register Now
Understanding and Managing Material Cost: This professional course will optimize your buying team's performance. Experts will provide processes and insights to obtain a better ability to manage and reduce material costs. Attendees will leave this course with a strong understanding of how to effectively control costs utilizing detailed cost breakdowns.	6/20/12 & 6/21/12 9:00am-5:00pm	TBD	
	10/24/12 & 10/25/12 9:00am-5:00pm	TBD	
Commodity and Product Leadership: This course provides the keys to building, implementing and communicating effective commodity strategies that are tied to your company's objectives. Attendees will learn how to establish measurable commodity objectives that reflect company goals, successfully navigate the buyer and seller power relationship, and develop clear and concise storyboards.	7/18/12 8:00am-5:00pm	TBD	

Progressive Solutions, Proven Results

Advanced Purchasing Dynamics, Inc.

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