

Session Code: AB
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PROCUREMENT/SUPPLY: THE BEST OF TIMES

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Globalization or reverse globalization; strategic shifts or back to basics; senior management expectations or uncertainty. For over a hundred years the purchasing field contained the lowest educated, lowest paid and the least trained, but in recent time it has risen like a Phoenix to deliver amazing corporate and organizational results. This session delivers the results of 5,400+ personal interviews in over 864 companies and organizations worldwide since 1990. The presentation includes research regarding current and near future dynamics for individuals ranging from buyers to heads of supply as well as their corporations and organizations. Discover the answer to the question: What's next? Discover what training, development and support is needed for the next decade in supply.

Joseph Cavinato is the ISM Professor of Supply Chain Management at Thunderbird School of Global Management. He is also the Director of the A.T.Kearney Center for Strategic Supply Leadership at ISM (CSSL). The CSSL explores the next edges of the procurement/supply field and helps leaders attain those competitive quests for their organizations.

His Ph.D. is from The Pennsylvania State University and his Masters and Bachelors degrees are from The American University. He has over 15 years full time experience in industry in North America, Europe and Asia and is a frequent speaker at forums and in companies on developing the next competencies and capabilities.

He pursues an ongoing personal interview research study in companies and organizations worldwide oriented toward identifying the challenges and opportunities for the next three to five years and who/what are the change and trend drivers. To date this includes 864 companies and organizations on six continents involving over 5,400 interviews since 1990.

Cavinato lives in Fountain Hills, Arizona with his wife Mary Ann of 41 years, and they have two children who live in Dallas and Los Angeles.