

<u>Time</u>	<u>Session</u>	<u>Speaker-Bio</u>	<u>Topic/Description</u>
8a-9a	Keynote-Morning	Charles Marshall-Professional/Humorist	
Leadership: Powers of Success, How to Be a Better Leader			
Mr. Marshall will give his humorous insight on a topic from one of his novels, Powers of Success, focusing on Leadership, How to be a better Leader.			
9:05a-10:05a	1A	NIGP Business Council (Scott Smith, Paula Sliefert)	
Adding Value to Procurement: The Supplier-Practitioner Connection			
Take the time to explore scenarios with The NIGP Business Council as together you examine the different ways that suppliers can add value to every procurement, regardless of the procurement strategy an agency adopts. Whether the issue is sustainability, financial options or socio-economic conditions, you will discover the benefits of how working with suppliers can help your procurement strategies lead to success.			
9:05a-10:05a	1B	Robin Hildick (Economist U.S. Bureau of Labor Statistics)	
Understanding CPI/PPI (Use in Procurement)			
This class is about the Consumer Price Index (CPI) and Producer Price Index (PPI), both Primary Federal Economic Indicators published by the Bureau of Labor Statistics. You will learn what they are, how to read them, and how to use them in contract descriptions and escalation clauses. There will also be discussion of the Employment Cost Index (ECI) and Import/Export Price Index (MXP) and how they can be used in contracts too.			
9:05a-10:05a	1C	Alan H. Culpeper CPPO, VCO, VCM (Culpeper County)	
Procurement Body Language: The Art of Negotiation			
Understanding how to recognize non-verbal communication and how we use it.			
10:10a-11:10a	2A	Charles Marshall-Professional/Humorist	
Team Building Customer Service			
How to build customer service skills as a team within the organization.			
10:10a-11:10a	2B	Ron King	
The Science & Art of Negotiations			
Ron will focus on such areas as Goals of Negotiations, Effective negotiation strategies and tactics, Negotiation Planning, Dos and Don'ts Of Negotiation, Negotiation Pitfalls, Negotiating From Different Positons.			

10:10a-11:10a	2C	Rebecca Crites (VRS)
VRS Pre-Retirement Planning for Procurement Professionals		
Pre-Retirement Plan and for Plan 1 and Plan 2 members		
10:10a-11:10a	2D	Cidna Unger-DGS
SRM – What’s in it for ME?		
Review the 6 principles of Supplier Relationship Management to discover the hidden “golden nuggets” to enhance your relationship with your supply base.		
1:30p-2:30p	Vendor Class	Cidna Unger-DGS
SRM From a Supplier Perspective		
Supplier Relationship Management from a Supplier Perspective, take-aways on “Doing Business with COVA”		
1:15p-2:15p	3A	Lisa Kirby (DGS)
EVA Program Update		
Update on the eVA program including rollout of recent enhancements.		
1:15p-2:15p	3B	Robin Hildick (Economist U.S. Bureau of Labor Statistics)
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1:15p-2:15p	3C	Rebecca Crites (VRS)
VRS Pre-Retirement Planning for Procurement Professionals		
Pre-Retirement Plan and for Plan 1 and Plan 2 members		
1:15p-2:15p	3D	Riley O'Brien (Library of VA)
Records Management in the Commonwealth		
Focus on records management in the Commonwealth and how you can utilize the records analysis section at the Library of Virginia for assistance in developing and maintaining a records program.		

2:20p-3:20p	4A	John Verrico-Professional Speaker, Humorist
Change		
Description: Change is ever-present in our personal and professional lives. Whether the change leads to something good, or perhaps less desirable, it still is met with fear and resistance. Professional trainer John Verrico takes us on a journey through understanding and overcoming the fear of change.		
2:20p-3:20p	4B	Robin Hildick (Economist U.S. Bureau of Labor Statistics)
Understanding CPI/PPI (Use in Procurement)		
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2:20p-3:20p	4C	Teacher-Lori Newton (Chesterfield County)
Breaking Out the Box – Influencing the Future		
Description:Join Lorie as she explores how the past has affected what you are doing now and how what you are doing now will pave the way for the future. This class will engage participants through a strategic interactive activity designed to allow them to work together solving mysteries to “break out of the box”.		
3:35p-4:35p	Keynote-Afternoon	John Verrico-Professional Speaker, Humorist
Balance and Resilience		
Description: With all of our various commitments to employers, coworkers, customers, families, and friends – and don’t forget perhaps that side hustle, church group or other volunteer activities we promised – its no wonder we’re stressed. Motivational Speaker John Verrico is no stranger to this problem of over-commitment and shares strategies for finding balance.		