

IUC-PG Professional Development Scholarships

We are happy to announce the IUC-PG Scholarship Program.

The ideas, best practices, tools, and business contacts gained from professional development save time and money while putting procurement functions at our member institutions on the leading edge of strategic procurement. In addition to the sessions our members attend and information they gain, they have access to the educational handouts after the conference and can share with colleagues at their institutions and with the IUC-PG. In order to extend the benefits of professional development to those individuals who are employed by IUC-PG member institutions who cannot attend conferences due to budgetary constraints, **IUC-PG has established a professional development scholarship program.**

Program Summary:

The scholarships will be utilized for conference registration fees, hotel charges, and airfare. Scholarships will be available to active IUC-PG members to cover the conference expenses that their school cannot afford due to budgetary constraints.

Funds are released once a year per school with a maximum of \$2,000 per school on a first-come-first-served basis. Total funds available will vary from year to year depending on unallocated IUC-PG contract administrative fee funds from the previous year. If funds are not requested during the specified time frame, the school will forfeit the opportunity for the scholarship money.

Here's how it works:

- The attached application must be completed and signed by the IUC-PG member institution's procurement officer. The application must be submitted to the IUC-PG via email (info@iucpg.com) no later than one month prior to the proposed event.
- Once submitted, the IUC-PG Executive Committee will review the application and determine if this request is approved. Scholarship preference will be given to those IUC-PG member institutions that actively participate in IUC-PG contracts.
- If approved, the payments will be made via EFT to the IUC-PG member institution. No payments will be made directly to the attendee. Please contact IUC-PG if you are unsure if your school has their EFT set up.

For your convenience, we have included a list of some possible professional development courses. These classes occur during FY19 that are available from NIGP and NAEP. These are suggestions only, and you may apply for any continuing education related to procurement from any continuing education entity.



Inter-University Council Purchasing Group
 Inter-University Council of Ohio
 Phone (216) 802-3220
 E-Mail: info@iucpg.com
 Web Page: www.iucpg.com

**IUC-PG 2018
 Application for Professional Development Scholarship**

Date of Application: _____

Applicant Name: _____

Applicant Member Institution: _____

Name and Date of Conference: _____

Did you submit a presentation proposal? Yes _____ No _____

If yes, title of proposal: _____

Did you apply for any other scholarship funds (from conference or other)?

Yes _____ No _____

If yes, outcome of your application: _____

Have you previously attended this conference? Yes _____ No _____

If yes, when did you last attend this conference: _____

Applicant Statement – Briefly explain the benefits you hope to receive and provide in attending the above mentioned conference. Also, please explain why an IUC-PG Scholarship is necessary for you to attend the conference.

Budget

Scholarships will be utilized for conference registration fees, hotel charges, and airfare. Ground transportation and meals not provided by conference will not be covered.

Expense	Amount (\$)
Registration	
Airfare	
Hotel	
TOTAL	



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Submitted by (Member Institution PG Representative):
Procurement Officer Name and E-mail:

Signature of PG Representative: _____

Send your signed application via email to: info@iucpg.com.

Please submit your application no less than 30 days prior to the professional development training date.

Reviewed on (date): _____

Approved

Rejected

Reason for rejection: _____

Date : _____

Professional Development Courses FY2020

NIGP: The Institute for Public Procurement

[Full course list](#), including online and out-of-state. Upcoming courses in Ohio listed below:

Introduction to Public Procurement 09/17/19 Columbus, OH

The work of public procurement is no longer a clerical function performed independently by various people throughout different agencies or departments within a government entity. This class provides an overview of the ever-changing profession by identifying fundamental concepts that will affect procurement in the public sector.

Format: Face-to-Face Course
Accreditation: Accredited
Start Date: 09/17/2019
Location: Columbus, OH

Instructor: Nancy Pressing
Institute Member: Standard Fee \$595.00
Non-Member: Standard Fee \$695.00

Developing and Managing Requests for Proposals 09/18/19 Cleveland, OH

This course is uniquely designed to prepare procurement professionals to use the Request for Proposals (RFP) process to its maximum potential. The class agenda will identify the process, offer a key understanding of the elements of the proposal, and ascertain ways in which the document can be used to its full capability. Pitfalls and success stories will make the class relevant and applicable when planning to incorporate this type of solicitation into the government process. Practical examples, discussion, group exercises, and case studies will be used throughout the course.

Format: Face-to-Face Course
Accreditation: Accredited
Start Date: 09/18/2019
Location: Cleveland, OH

Instructor: Dennis Carney
Institute Member: Standard Fee \$595.00
Non-Member: Standard Fee \$695.00

Fundamentals of Leadership Management in Public Procurement 10/15/2019 Columbus, OH

Designed to examine leadership and management issues regularly faced by public sector professionals, this course will focus on topics of motivation, decision making, communication, conflict management, group dynamics, and organizational change, with more attention being paid as to how these issues relate. Such discussions of theory with practical application are intended to improve an organization's effectiveness when considering the professional.

Format: Face-to-Face Course
Accreditation: Accredited
Start Date: 10/15/2019
Location: Columbus, OH

Instructor: William Tommie
Institute Member: Early Fee \$400.00
Non-Member: Early Fee \$500.00

Practical Specifications Writing 10/16/19 Cleveland, OH

This course develops skills based on the foundation established in the Introduction to Specifications online course. It starts with problem statements within a specification, builds to problem specifications and culminates with strategies to approach specifications for unclear and difficult procurement.

Format: Face-to-Face Course
Accreditation: Accredited
Start Date: 10/16/2019
Location: Cleveland, OH

Instructor: Stephanie Akerley
Institute Member: Early Fee \$285.00
Non-Member: Early Fee \$385.00



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How to Buy Performance Results 11/13/2019 Cleveland, OH

An agreement should be more than the purchase of goods and services — it should ensure that the best results are achieved by the end user. Performance results can be embedded into a contract that articulates the desired outcomes and produces improved results. This course aims to explain the difference between the purchasing of goods and services versus the purchasing of performance results and how this crucial difference can be used to develop tools and techniques to improve contracts and supplier performance.

Format: Face-to-Face Course
Accreditation: Non-Accredited
Start Date: 11/13/2019
Location: Cleveland, OH

Instructor: Omid Ghamami
Institute Member: Early Fee \$285.00
Non-Member: Early Fee \$385.00

NAEP – National Association of Educational Procurement

[Full list of Events and Programs](#)

Procurement Academy

Delivered in three Tiers, the NAEP Procurement Academy is an assessment-based certificate program, providing best practices, insider intelligence, and the market knowledge needed to propel your career.

Institutes

The NAEP Institutes are dedicated to specific procurement needs which are of current concern to their members. Institute topics include negotiations, the RFP process, contract management, facilities, federal procurement, strategic procurement, and supplier diversity.

Webinars

The NAEP Webinars feature industry experts and cover topics of ethical practice, effective performance, communication, relationship building, strategic agility, and leadership.