



Professional Purchasing & Supply Chain Certificate

Division of Educational Outreach

PURCHASING & SUPPLY CHAIN NEGOTIATIONS – F093GB3103

Learn solutions to the most difficult negotiating problems you face. Avoid the most common pitfalls in purchasing negotiations. Topics include how to develop realistic negotiating strategies and tactics, sole source, ethics, and closing the deal. 1.5 CEUs

INSTRUCTOR: Ronald S. Friedman, Consultant, North American Business Services
DATES: Mon. and Tues. 8:30am-4:30pm, Oct. 5 and 6
LOCATION: UNLV Paradise Campus (PAR) Room 125
FEE: \$950 Includes materials, refreshments, lunches, parking permit, and CEUs (2 sessions)

PURCHASING & SUPPLY CHAIN CONTRACTS – F093GB3212

Attend this class to sharpen your contracting skills, avoid litigation, collect claims, improve supplier performance, and enhance cash flow for your organization. Topics covered include purchasing and the law, keys to purchasing and supply chain contracting, buyer and seller rights and obligations, litigation avoidance, and remedies. 1.5 CEUs

INSTRUCTOR: Ronald S. Friedman, Consultant, North American Business Services
DATES: Wed. and Thurs. 8:30am-4:30pm, Oct. 21 and 22
LOCATION: UNLV Paradise Campus (PAR) Room 125
FEE: \$950 Includes materials, refreshments, lunches, parking permit, and CEUs (2 sessions)

IMPROVING PURCHASING & SUPPLY CHAIN PERFORMANCE – F093GB3211

Learn practical ideas for making your purchasing operations, supplier relations, inventory control, purchasing, and cost-price analysis more cost efficient. Topics covered include implementing a realistic supplier relations plan, value analysis, cost-price analysis, improving inventory control, and measuring supply chain performance. 1.5 CEUs

INSTRUCTOR: Ronald S. Friedman, Consultant, North American Business Services
DATES: Wed. and Thurs. 8:30am-4:30pm, Nov. 18 and 19
LOCATION: UNLV Paradise Campus (PAR) Room 125
FEE: \$950 Includes materials, refreshments, lunches, and parking permit and CEUs (2 sessions)

Please see reverse side

To download a brochure with additional information about this certificate program and a schedule of courses offered, please visit:
http://edoutreach.unlv.edu/catalog/purchasing_supplychain.html

PURCHASING TECHNIQUES FOR PURCHASING & SUPPLY CHAIN PROFESSIONALS – F093GB3190

Learn the best practices about purchasing fundamentals, supply chain management, and improving performance. Topics include planning purchases, soliciting bids, writing contracts, qualifying vendors, and measuring performance. 1.5 CEUs

INSTRUCTOR: Ronald S. Friedman, Consultant, North American Business Services
DATES: Wed. and Thurs. 8:30am-4:30pm, Dec. 9 and 10
LOCATION: UNLV Paradise Campus (PAR) Room 107
FEE: \$950 Includes materials, refreshments, lunches, and parking permit and CEUs (2 sessions)

Your instructor is a recognized domestic and international authority on maintenance operations and management. He is chairman of Arizona-based North American Business Services.

For more information, e-mail christopher.schearer@unlv.edu or call 895-3598.

REGISTRATION FORM

Please check the class(es) for which you wish to register.

- Course F093GB3103 Purchasing & Supply Chain Negotiations (\$950)
- Course F093GB3212 Purchasing & Supply Chain Contracts (\$950)
- Course F093GB3211 Improving Purchasing & Supply Chain Performance (\$950)
- Course F093GB3190 Purchasing Techniques for Purchasing & Supply Chain Prof.(\$950)

Enclosed is my check for \$_____ made payable to the Board of Regents

NAME _____
Last First M.I.

ORGANIZATION _____ DAY PHONE _____

ADDRESS _____

CITY/STATE _____ ZIP CODE _____

VISA, DISCOVER, MASTERCARD OR AMERICAN EXPRESS # _____

EXP. DATE _____

CARDHOLDER _____
(Print Name)

CARDHOLDER SIGNATURE _____

ON-LINE: http://edoutreach.unlv.edu/catalog/purchasing_supplychain.html

MAIL TO: University of Nevada, Las Vegas, Division of Educational Outreach, Box 451019, Las Vegas, NV 89154-1019

BY PHONE: You may register by phone with VISA, MasterCard, Discover or American Express cards by calling (702) 895-3394. Have class title, start date, credit card number, & expiration date ready.

BY FAX: Division of Educational Outreach, University of Nevada, Las Vegas, (702) 895-4195

IN PERSON: UNLV Paradise Campus, corner of Tropicana and Swenson, across Tropicana from Thomas & Mack (851 E. Tropicana)