

February Professional Development Meeting: Supply Chain Careers and how to Take Ownership of your Career Path

Speaker: Janet L. Watson. Vice President, Strategic Sourcing Baylor Scott & White Health

WHEN:

February 01, 2018
6:00 PM to 9:00 PM

WHERE:

Crowne Plaza
14315 Midway Rd.
Dallas, TX 75355

With 20+ years of experience in Supply Chain Management across various industries, Janet Watson has a diverse background of working with organizations, suppliers, contractors and staff to develop strategic sourcing solutions. She began her current role as Vice President, Strategic Sourcing with Baylor Scott & White Health system in February 2017. Previous experience included sourcing leadership roles in the oil and gas, electric utility and aerospace manufacturing industries. Janet’s expertise centers around building strategic sourcing organizations to ensure the strategic placement of third party spend for materials, supplies and services with a focus on Category Management and Supplier Relationship Management. She views true supplier and stakeholder partnerships as key to increasing the value proposition of a supply chain organization with complete alignment and support of end users and company leadership.



Janet’s prior work experience included work with various oil and gas companies, most recently BP. While at BP, she started in a field based role, in 2008, supporting the contracting needs of the Mid-Continent area and quickly took on responsibility for the Gulf Coast region. Ultimately she transitioned into a Houston based corporate role in Category Management and Strategic Sourcing. From there, she moved to New Orleans in 2014 to implement a Supply Chain transformation at Entergy Corp, a regulated utility company with jurisdictions in Louisiana, Arkansas, Mississippi and the southeast portion of Texas. While at Entergy, her areas of responsibility included Strategic Sourcing, Capital Project Sourcing and the Supplier Diversity program.

Janet holds Certified Professional in Supply Management (CPSM) and Project Management Professional (PMP) certifications. She is also a Board Member of the Women’s Business Council Southwest. Her professional interest includes mentoring women in leadership and Supply Chain college students. She is engaged with Texas Tech School of Business participating in their mentorship program. She enjoys visiting the Texas Tech School of Business capstone Supply Chain class and offers professional insights to graduating seniors.

Her education includes a Bachelor’s degree in Finance (BBA) from Texas Tech University and a Master in Business Administration (MBA) from West Texas A&M University. Janet has been married to David for 27 years and has three children, Julie, age 24, a Texas Tech University alumna, currently working in Dallas with Omni Hotels management program, Bryce, age 22, a senior Civil Engineering student at Texas Tech University and Lori, age 21, a senior Economics and Finance dual major at Stephen F. Austin State University. Both Lori and Bryce will graduate in May 2018.

Tickets

\$30.00 Members
\$35.00 after 4:00 pm Jan 30

\$35.00 Non-Members
\$40.00 after 4:00 pm Jan 30

\$10.00 Non-Members
\$15.00 after 4:00 pm Jan 30

Reserve Your Seat Now!

Recap of January Professional Development Meeting Presentation:

“Negotiation: Lessons for Shaping the Game”

By *Matthew Scott*

Speaker: Dr. Gary Bolton and Dr. Elena Katok from The University of Texas at Dallas

The event was a joint meeting with Institute of Supply Management as has become a tradition for the first PDM of the year.

The Professors discussed two premises for negotiations: (1) Negotiation is people pursuing their interests through mutual consent," and (2) that negotiation is a game (a game of economic strategy and of psychology). As they argued for the second, Dr. Bolton & Dr. Katok conducted a series of games with the audience. The first was an auction for \$20 that was designed to motivate the last two bidders to bid progressively higher, beyond the value of the \$20 bill. Several audience members participated, with the last two quickly realizing they stood to lose much more than \$20 by progressive bidding according to the rules of the game. The lesson in this game was that small rules can have big consequences, and Drs. Bolton & Katok cautioned against blindly accepting the defined rules of a game.

For another game, they directed the audience to the online UTD Gaming Platform (powered by SoPHIE), where audience members were invited to participate, from their smart phones, in two games. Both games were very engaging for the audience.

Based on their research and the results of the online games, Drs. Bolton & Katok suggested that:

- (1) there is a human tendency to believe others share their own opinion, even though people have different opinions
- (2) one way to change the rules is to get to know the person you are negotiating with
- (3) there are some critical ingredients required for reciprocity
- (4) frequent interaction builds trust
- (5) ultimatums are risky in interactions between people who value different things.

In conclusion, Drs. Bolton & Katok encouraged audience members to actively work to shape the rules of negotiation. Some questions from the audience were about how to apply rule-shaping to salary negotiation. The audience were challenged by our speakers to think of negotiation as a game, to understand and challenge the process.

Did You Know?

Take advantage of your APICS member benefits by requesting your free electronic copy of the *APICS Dictionary*, the essential reference in the field of supply chain and operations management. The 15th edition contains more than 4,800 essential terms. Every APICS member is eligible to receive a free e-download. Ordering is easy. Simply fill out and [submit the form](#) to request your copy of the *APICS Dictionary*, 15th edition.

Stay up-to-date with the latest APICS North Texas Chapter events by joining our [LinkedIn Group](#), [liking our Facebook page](#), or [visiting our website](#)!

Membership Spotlight:

Charles Early, VP Education

> How did you first get involved with APICS?

My involvement with APICS was triggered by my manager asking me about attending an APICS meeting and seeing what they were all about. My manager had heard of APICS but wasn't sure what they promoted. From out one on one meetings she was aware of my growing interest in Supply and Logistics so she incorporated APICS into my IPM

> What made you think of a career in Supply Chain / Operations Management?

My first 20 years of my "career" was focused on the engineering and design of products. Initially I had little understanding of how what I designed impacted the organization downstream. I knew we could build what I designed but little thought was given to how it impacted the folks on the shop floor that were responsible for manufacturing it or to the people in Logistics that had to get it from our facility to its final destination. That was almost forty years ago, that's right no calculators, and we were shipping to Saudi Arabia. I had knowledge of the issues I might have been causing or the additional costs incurred by not meeting international shipping. It wasn't until I started spending more time on the shop floor that I gained an understanding a respect of the fabricators and welders that pieced my designs together and those ladies that were responsible for scheduling and delivery. It was then I started truly learning what Supply and Logistics was about. It was the turning point for me.

> Tell us how you see the profession evolving.

I see the profession of those involved in manufacturing, supply and logistics the same way I see most all careers in the US. We, as a country, have to become more dedicated to expanding our knowledge to include more than what is our "wheelhouse". The days of even a single silo in a company is long gone. Similar to me, as an engineer, learning about the work being done on the shop floor and in transportation, those in the final stages of the process must understand how and why people upstream do what they do. It is with the broader knowledge of the entire business, regardless of what that business is, that we, as a company and a country, grow and succeed. The business world has gotten to be so competitive that you can't miss a single opportunity to save a "buck". One of my proudest accomplishments is working with team to analyze our process and ways of working to make us more efficient and save the company some money. My chant was "Save us a second in what you do. All I want is one second literally." By the time we were done we shaved off almost 5 seconds. My manager and I were ecstatic. What you have to understand is that in our peak year we handled 1.2M of these transactions and the nearly 5 seconds amounted to 10s of thousands of hours until we were able to automate. It was huge. It are those seconds here seconds there that we have to grasp and I truly believe that through studying the end to end process through CPIM, CSCP and now CLTD we will gain that broader knowledge that we need.

> What is your favorite part of the PDM?

PDMs are times for networking foremost and the opportunity to learn something new is a bonus. The topics have been great and covered the entire gamete. I even learned about the first steam ship to cross the ocean and it was presented with a focus on supply and logistics. Who would have thought. I know I didn't but sure enough. It was important back then as it is today.

> Tell us something personal about yourself.

These are the questions I hate. As you can see from my earlier ranting I can go on about things I love or feel are important. When it comes to myself not so much. I can tell you that I come from a long line of elevator people. My grandpa, father, uncle, aunts, cousins and nieces have all been in the business. I did twenty years. My grandpa actually owned an elevator company back in the day. Early Applegate we the name. Applegate was the company he bought and kept the name to help ease the customers. If I had to guess I think that if you totaled all the years Early's have been in elevators you would be knocking on three hundred years. WOW that's a lot of time.....

Save The Dates!

WHEN:

March 01, 2018
1:00 PM to 3:00 PM



In 2015 the fourth Nebraska Furniture Mart in the United States opened in The Colony, Texas. The furniture and more store boasts 560,000 square feet of retail selling space supported by an attached 1.3 million-square-foot warehouse. NFM’s total sales reached \$750 million within the first year of business in Texas.

In 2017 Robert Pfeiffer, Distribution Center Manager for NFM, spoke to the North Texas Chapter of APICS about the “final-mile” tracking and delivery service features.

In 2018, we now have the unique opportunity to tour the 1.3 million square foot warehouse and see the behind-the-scenes operation that allows NFM to have your sofa loaded on your truck within 10 minutes of purchase.

The tour is scheduled for 1 p.m. on March 1, 2018 and is limited to the first 20 registrations. Registration is for APICS members only until February 15th and then open to guests if any open slots. Those interested in having lunch prior to the tour can meet at Hard Eight BBQ around 11:30 a.m. Comfortable close toe shoes are required as the tour will cover a good portion of the more than 29 acre warehouse.

For questions about the tour contact Amanda Lehde at dir-programs@ntxapics.org

Plant Tour

Cap 20 Members

Dress Code Close Toe Shoes

Optional Lunch 11:30 am, Hard Eight BBQ

[Reserve Your Seat Now!](#)

WHEN:

April 05, 2018
6:00 PM to 9:00 PM



More Details on Upcoming Newsletters

Top Management Night

Speakers - Brooks Bentz, President of Consulting Services

Jeremy Becker - Senior Manager, Supply Chain Consulting Practice

Scott Fata - Senior Manager

[Reserve Your Seat Now!](#)

CPIM PART 2

APICS CPIM Modules covered in Part 2 are:

Strategic Management of Resources - This module covers strategic planning and implementation and describes how market requirements drive the resources and processes of an organization. It helps you explore the relationship of existing and emerging processes and technologies to manufacturing strategy and supply chain-related functions.

Master Planning of Resources - The topics of demand management, sales and operations planning, and master scheduling are examined in-depth in this module. Both supply and demand planning for mid- to long-term independent demand are discussed. Priority planning and capacity planning issues are also addressed.

Detailed Scheduling and Planning - The subject matter of this module includes inventory management, material requirements planning, capacity requirements planning, procurement, and supplier relationships.

Execution and Control of Operations - The principles, approaches, and techniques needed to schedule, control, measure, and evaluate the effectiveness of production operations are covered in this module. A broad range of production operations are reviewed including project, batch, line, continuous, and remanufacturing environments.

Class starts Feb 24th

Registration fee includes books, online study tool and testing voucher

\$2,045.00 APICS PLUS Member; **\$1,945.00 Early bird rate** before February 16

\$2,395.00 Non-Members and APICS CORE members; **\$2,295.00 Early bird rate** before February 16

\$2,045.00 APICS Student Members; **\$1,945.00 Early bird rate** before February 16