2023 EXECUTIVE LEADERSHIP DEVELOPMENT SERIES SESSION DESCRIPTIONS

These sessions are held at the Courtyard by Marriott

<u>**Bridging the Talent Gap**</u>
Presented by: Al Howell and Sharon Carter
During this interactive session, we will discuss workforce trends in state government, how to become an employer of choice to attract more candidates to an evaporating applicant pool, and strategies to provide an organizational culture designed to create an employee experience to keep your workforce engaged.

<u>**Matter More: Discovering Resolve Over Rigidity**</u>
Presented by Keynote Speaker: Pete Smith
In a post-pandemic world, perhaps what should be embodied the most is the flexibility of the Willow, not just the strength of the Oak. Resolve over rigidity. Labor shortages; soaring prices; tightening budgets; shifting mandates; leadership voids. How do we stay grounded in what we value while adapting to this new frontier? Culture. Staffing. Bureaucracy. Contractors. Supply chains. It's easy to become discouraged when facing the never-ending stream of obstacles in government procurement. Common feelings of being overworked, overwhelmed, and burned out reside in us, taking their toll mentally, emotionally, and physically. Yet it's precisely in these moments when those we have chosen to serve need us more than ever and it's this refocused purpose that has us continue to strive to make a positive impact in the lives of others. So how do we do it? This session shows you how.

<u>**Pack Your Bag for Your Procurement Journey**</u>
Presented by: Al Howell, Joyce Auld, Lisa Mehalko, Gerlda Hines, Rebecca Sullivan, Myra Guy and Carrie Steele
This general session will prepare you for the procurement journey ahead. Learn about the Workforce Strategies Initiative, getting the right procurement resources, available professional certifications, the value of those certifications, an update on the NextGen initiative, and finally, the future of procurement in Georgia.

<u>**Procurement Potpourri**</u>
Presented by: Jim Barnaby, Mary Chapman, Carrie Steele, Gerald Schaefer and Autumn Cole
In this presentation, SPD will address topics that surround our daily work and the applicability to your entity. We will discuss how to be strategic in planning sourcing events, the ethics involved in procurement, working with suppliers, and protests. We will demystify the rules, policies, and best practices and inform you why SPD audits procurement and how the information is useful at the state and entity levels.

Strategic Sourcing: Better Together
Presented by: Tetchjan Simpson
While technology continues to simplify our work, the technology contracts become more confusing. Join us to learn how to identify the right contract for your technology needs with ease. We will discuss: Information technology contracts with emphasis on Cloud, Software and Professional Services Technology resources available for purchase assistance Best practices in developing statements of need

Striking Gold: The Value of Procurement
Presented by: Jim Barnaby, Mary Chapman, Rebecca Krystopa, Ajay Patel, Mary Zirock and Toyia Hunter
Within each organization is a wealth of talent and knowledge to help you reach your goals. Discovering the value of the procurement profession in reaching these objectives is key to striking it rich. Assisted by Agency and College/University Purchasing Officers, DOAS SPD Deputy Commissioner Jim Barnaby, will help you strengthen your position and discover your gold mine.

What Does SPD Have to do with it?
Presented by: Mary Chapman, Rebecca Krystopa and Carrie Steele
This session will review purchasing basics, including key resources to enhance your procurement knowledge. We'll discuss governing Georgia law, the Georgia Procurement Manual (official purchasing rules) and best practices. Topics include policy considerations, consultation, working with SPD, agency sourcing, and sourcing assistance for your entity and training.

2023 GPC TRAINING SESSION DESCRIPTIONS
These sessions are held at the Jekyll Island Convention Center

	APO/CUPO – Agency Procurement Officer/College & University Procurement Officer
	ACC – Audits, Controls & Compliance
	LCL – Local Government & Municipalities
	LGL – Legal Officers
	CMP – Contract Management Process
	SSR – Strategic Sourcing & Research
	USC – Understanding & Serving Customers

*ELS – Executive Leadership Development Series

Dare to Matter! Choosing an Unstuck and Unapologetic Life of Significance
Focus: All GPC attendees   **Presented:** GPC opening session
Presented by Keynote Speaker: Pete Smith
Signifigance matters! Pete Smith's message about significance will generate conversations within your teams, within your organization, and even within your families because it focuses on what exists at the core of every individual: to know with certainty that who they are and what they do matters.

Let's Make A Deal
Focus: ACC, APO/CUPO, LCL, SSR, USC, ELS   **Presented:** Series one
Presented by: Becky Alexander and Lisa Little
This interactive session discusses various procurement scenarios where participants are given different options for how they would handle the situation. Who are you bargaining with? Hosted by Lisa Little and Becky Alexander, this will be another five-star session!

Mythbusters
Focus: APO/CUPO, USC, LGL, ELS   **Presented:** Series one
Presented by: McCall Ginsberg, Rebecca Krystopa and Carrie Steele
We will be busting some long-held assumptions about procurement and contracting. Come see the explosions from our "truth bombs"!

P-Card & Card Sharks
Focus: ACC, APO/CUPO, LCL, ELS   **Presented:** Series two
Presented by: Krystal Brogaard, Kristen Raley and Stephanie McInnis

Come play a game of card sharks while hearing SPD card sharks talk about what's going on with the P-Card Program in between rounds.

The Doctors are Back with a New Prescription for Sole-Source
Focus: APO/CUPO, LGL, SSR, ELS   **Presented:** Series two
Presented by: Rebecca Krystopa, Carrie Steele, Susan Wells and Jessica Sherman
A formulary update for market research and Sole-Source justification; as well as scientific and peer review of Sole-Source examples.