NEW PATHWAYS VIRTUAL INSTRUCTOR-LED COMPETENCY OFFERINGS

Half Day and One Day Courses

NIGP is here to support the educational needs of members during these times. We worked diligently with our Content Committee to create these focused offerings that bring NIGP's experienced instructors to your desktop and help build the critical competencies you need to be successful in today’s workplace. These courses also provide the opportunity to socialize and interact with peers from around the country. We know you may be struggling with short term budget cuts, so we have reduced our pricing by 35 percent.

ONE-HALF DAY COURSES

| Contact Hours: 3.5 | CEUs: .4 |
| Special Pricing: $100 Member | $165 Non-Member |

**Spend Analysis** – Learn how to detect opportunities for greater efficiency and effectiveness in your entity.

**Date:** May 12, 2020  
**Time:** 9AM – 12Noon (EDT)  
**Instructor:** Andrea Philyaw

**Asset and Inventory Management** – Learn how to identify warehousing and logistics issues and the techniques for safely managing inventories.

**Date:** June 2, 2020  
**Time:** 1PM – 5PM (EDT)  
**Instructor:** Darin Matthews

**Requirements Planning and Understanding** – Learn how to analyze the requirements for a project and provide the best solutions for your entity.

**Date:** June 16, 2020  
**Time:** 12Noon – 5PM (EDT)  
**Instructor:** Stacy Adams

**Negotiations** – Learn how to conduct a negotiation by bringing together research, strategy, specifications and all associated criteria to achieve a best value solution for your entity.

**Date:** June 25, 2020  
**Time:** 9AM – 12Noon (EDT)  
**Instructor:** Ronald King

ONE-DAY COURSES

| Contact Hours: 7.5 | CEUs: .8 |
| Special Pricing: $200 Member | $265 Non-Member |

**Cost, Price and Value Analysis** – Learn how to evaluate cost and price data to determine the total cost of ownership and how to compare the price of a commodity against the benefit derived by the entity.

**Date:** May 19, 2020  
**Time:** 8AM – 5PM (EDT)  
**Instructor:** Stacy Adams

**Sourcing and Contract Methods** – Learn how to identify the appropriate source selection method and the advantages and disadvantages associated with each method.

**Date:** June 9, 2020  
**Time:** 8AM – 5PM (EDT)  
**Instructor:** Dennis Carney

SPECIAL CHAPTER REBATE

Chapters receive a 10% Rebate when they schedule these Pathways Virtual Instructor-Led Competency Offerings. Contact events@nigp.org for details.