

**- 2017 FORUM SCHEDULE AT-A-GLANCE -**

<b>Sunday, November 12</b>							
Registration 2:00-5:00 pm							
Virginia Beach Convention Center							
<b>Monday, November 13</b>							
Registration 7am-3pm							
Virginia Beach Convention Center							
<b>Opening Session – 8:00 – 9:15</b>							
Jeff Havens "Us" Versus "Them"- Ballroom							
Concurrent Workshops 9:35 – 10:50	M01-Connecting Strategically	M02-Making the Most of Competitive Negotiation	M03-What are your emails really Communicating	M04-Keep your Agency Out of "Jeopardy"	M05-TBD	M06-Contract Crossword	M07-Contract Controversies
Concurrent Workshops 11:05 – 12:20	M08-eVA Update	M09-TBD	M03-What are your emails really Communicating	M10- Project Management for the Procurement Professional	M05-TBD	M11-RFP: through the Supplier's Eyes	M07-Contract Controversies
<b>12:35 – 2:00</b>							
Lunch and Xcelerator Awards - Ballroom							
Concurrent Workshops 2:15 – 3:30	M12-eMall Updates	M13-Think Outside the Box	M14-VDC	M15- Procurement Value	M16-Learning by Doing: Experiential Methods to Advance Procurement	M17-Critical Thinking for Procurement Challenges	M18-Keepin' it Real since 1980
Concurrent Workshops 3:50 – 5:05	M19-TBD	M09-TBD	M20-Cooperating with Cooperative Contracts	M21-The Stakeholder Dating Game	M16-Learning by Doing: Experiential Methods to Advance Procurement	M22-Love it or List it	M23-APSPM
<b>Tuesday, November 14</b>							
Registration 6:00am-3:00 pm							
Concurrent Workshops 8:00 – 9:00	T01-eVA – User Group	T02-The Good, the Bad, and the Ugly of Procuring Services	T03-Connecting with Certifications- What's Right for You	T04-Mandatory Sources Panel	T05-The Non-Verbal Connections of the Negotiator	T06-Town Hall Conversations with eVA	T07-Leveraging Communication & Training to evolve your Card Program
Concurrent Workshops 9:20 – 10:20	T08-eVA Wall	T02-The Good, the Bad, and the Ugly of Procuring Services	T03-Connecting with Certifications- What's Right for You	T09-TBD	T05-The Non-Verbal Connections of the Negotiator	T10-The Future of Fleet	T11-Reporting & Auditing – Can it really help to detect card misuse/fraud
Concurrent Workshops 10:35 – 11:35	T12-Advanced Sourcing & Contract Management	T13-Key to Relationship Success? Orange Juice & Marmalade	T14-TBD	T15-Town Hall with the Secretaries	T05-The Non-Verbal Connections of the Negotiator	T16-Practicing the Art of the Question	T17-TBD
<b>11:40 – 12:40</b>							
Lunch- Ballroom							
VCM Lunch – Suite 2 CD							
<b>11:40 – 2:30</b>							
Supplier Connect – Exhibit Hall A & B							
Con Concurrent Workshops 2:45 – 3:45	T18-Common Questions received by eVA Customer Care	T13-Key to Relationship Success? Orange Juice & Marmalade	T19-Change is in the Air with Surplus	T20-VSS Subcontract Payments & Public Reports	T21-How Buyers Help Virginians Who are Blind	T06-Town Hall Conversations with eVA	T22-Small Purchases: Shaken with a Twist of PIM
<b>Wednesday, November 15</b>							
Concurrent Workshops 8:00 – 9:15	W01-eVA Update	W02-Think Outside the Box	W03- Cooperating with Cooperative Contracts	W04-The Stakeholder Dating Game	W05-The Impact of "Style" on Effective Communication	W06- RFP: through the Supplier's Eyes	W07-APSPM
Concurrent Workshops 9:35 – 10:50	W08-Leveraging eVA Reports, Data & Transparency	W09-Is your Head in the Clouds	W10-Cyber Security in the Social Media Age	W11- Advanced Sourcing & Contract Management	W05-The Impact of "Style" on Effective Communication	W12-- Critical Thinking for Procurement Challenges	W13-Supplier Relationship Management
Concurrent Workshops 11:05 – 12:20	W14- eMall Updates	W15-VITA Update	W10-Cyber Security in the Social Media Age	W16- Common Questions received by eVA Customer Care	W05-The Impact of "Style" on Effective Communication	W17- Contract Crossword	W13- Supplier Relationship Management