

**2017 FORUM**

**SCHEDULE AT-A-GLANCE**

<b>Sunday, November 12</b>							
Registration 2:30-5:00							
Virginia Beach Convention Center – Forum Cafe							
<b>Monday, November 13</b>							
Registration 7:00-3:00							
Virginia Beach Convention Center							
Opening Session – 8:00 – 9:15							
Jeff Havens “Us” Versus “Them”- Ballroom							
Concurrent Workshops 9:35 – 10:50	M01-Keep Your Agency Out of “Jeopardy”	M02-Making the Most of Competitive Negotiations: Three Keys to Improving Outcomes!	M03-What Are Your Emails Really Communicating?	M04-Project Management for Procurement Professionals	M05-Legal Impact of Communications	M06-Contract Crossword	M07-Contract Controversies: Creating Connections that Matter
Concurrent Workshops 11:05 – 12:20	M08-eVA Update	M09- Public Procurement as a Profession; Why Bother?	M03-What Are Your Emails Really Communicating?	M04-Project Management for Procurement Professionals	M23-Effective Contract Development	M10-RFP: Through the Supplier’s Eyes	M07-Contract Controversies: Creating Connections that Matter
12:30 – 2:00							
Lunch and Xcelerator Awards - Ballroom							
Concurrent Workshops 2:10 – 3:25	M11-eMall Updates	M12-Think Outside the Box	M13-Stop Talking, Start Communicating	M14-VDC Monopoly	M15-Learning by Doing: Experiential Methods to Advance Procurement Excellence	M16-Job Order Contracting for Your Public Body	M17-Keepin’ it Real Since 1980
Concurrent Workshops 3:45 – 5:00	M18- Let’s Build a Building	M09-Public Procurement as a Profession; Why Bother?	M19- Change is in the Air with Surplus	M20-The Stakeholder Dating Game: Building and Managing Relationships	M15-Learning by Doing: Experiential Methods to Advance Procurement Excellence	M21-Love it or List it!	M22-APSPM
<b>Tuesday, November 14</b>							
Registration 6:00-3:00							
Concurrent Workshops 8:00 – 9:00	T01-eVA User Group – You’re in Control	T02-The Good, the Bad, and the Ugly of Procuring Services	T03-Determination of Responsibility- How Do You Determine it?	T04-Mandatory Sources	T05-The Non-Verbal Connections of the Negotiator	T06- Conversations with eVA Business	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-Determination of Responsibility- How Do You Determine it?	T09-National Cooperatives: Stretching the Perspectives	T05-The Non-Verbal Connections of the Negotiator	T10-The Future of Fleet	T11-Reporting & Auditing – Can it Really Help to Detect Card Misuse and Fraud
Concurrent Workshops 10:35 – 11:35	T12-Advanced Sourcing & Contract Management	T13-Key to Relationship Success? Orange Juice & Marmalade	T14-Creating Connections Together through Real Estate Services	T15-TownHall with the Secretaries	T05-The Non-Verbal Connections of the Negotiator	T16-Practicing the Art of the Question	T17-Stop Talking, Start Communicating
11:40 – 1:00							
Lunch- Ballroom/VCM Lunch – Suite 2CD							
12:00 – 2:30							
Supplier Connect – Exhibit Hall A& B							
Concurrent Workshops 2:45 – 3:45	T18-Common Questions Received by eVA Customer Care	T13-Key to Relationship Success? Orange Juice & Marmalade	T19- eVA Integration and Interface Overview	T20-Procurement Value Proposition	T21-How Buyers Help Virginians Who Are Blind	T06- Conversations with eVA Business	T22-Small Purchases: Shaken with a Twist of PM
5:30 – 10:00							
Dine Around							
<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-Help! We’re Being Audited!	W05-The Impact of “Style” on Effective Communications	W06- Critical Thinking for Procurement Challenges	W07-APSPM
Concurrent Workshops 9:35 – 10:50	W08-eMall Updates	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 Communications	W12-RFP: Through the Supplier’s Eyes	W13-Supplier Relationship Management: Best Practices for Contract Administration
Concurrent Workshops 11:05 – 12:20	W14- Leveraging eVA Reports, Data & Transparency	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: Best Practices for Contract Administration