

- 2017 FORUM SCHEDULE AT-A-GLANCE -

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|---|--|---|---|--|--|--|---|
| Sunday, November 12 | | | | | | | |
| Registration 2:00-5:00 pm | | | | | | | |
| Virginia Beach Convention Center | | | | | | | |
| Monday, November 13 | | | | | | | |
| Registration 7am-3pm | | | | | | | |
| Virginia Beach Convention Center | | | | | | | |
| Opening Session – 8:00 – 9:15 | | | | | | | |
| 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-Legal Impact of Communication | M06-Contract Crossword | M07-Contract Controversies |
| Concurrent Workshops 11:05 – 12:20 | M08-eVA Update | M09- Public Procurement as a Profession; Why bother? | M03-What are your emails really Communicating | M10- Project Management for the Procurement Professional | M05-Legal Impact of Communication | M11-RFP: through the Supplier's Eyes | M07-Contract Controversies |
| 12:35 – 2:00 | | | | | | | |
| Lunch and Xcelerator Awards - Ballroom | | | | | | | |
| Concurrent Workshops 2:15 – 3:30 | M12-eMall Updates | M13-Think Outside the Box | M14-VDC Monopoly | M15- Change is in the Air with Surplus | 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-Stop Talking, Start Communicating | M09-Public Procurement as a Profession; Why bother? | 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 |
| Tuesday, November 14 | | | | | | | |
| 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-Determination of Responsibility- How do you determine responsibility? | 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-Determination of Responsibility- How do you determine responsibility? | T09-National Cooperatives: Stretching the Perspectives Panel | 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-Creating Connections Together Through Real Estate Services | T15-Town Hall with the Secretaries | T05-The Non-Verbal Connections of the Negotiator | T16-Practicing the Art of the Question | T17-Let's Build a Building |
| 11:40 – 12:40 | | | | | | | |
| Lunch- Ballroom | | | | | | | |
| VCM Lunch – Suite 2 CD | | | | | | | |
| 11:40 – 2:30 | | | | | | | |
| 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-Procure Value Proposition | T20-eVA Integration and Interface Overview | T21-How Buyers Help Virginians Who are Blind | T06-Town Hall Conversations with eVA | T22-Small Purchases: Shaken with a Twist of PIM |
| Wednesday, November 15 | | | | | | | |
| Concurrent Workshops 8:00 – 9:15 | W01-eVA Update | W02-Think Outside of the Box | W03- Cooperating with Cooperative Contracts | W04-Help! We're Being Audited! | W05-The Impact of "Style" on Effective Communications | 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 Communications | W12-- Critical Thinking for Procurement Challenges | W13-Supplier Relationship Management |
| Concurrent Workshops 11:05 – 12:20 | W14- eMall Updates | W15-VITA Updates | 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 |

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