Monday, November 14

8:00 – 9:15 am  **Opening Session**
Overcommitted, Overwhelmed and Over It: Success Skills for the Blisteringly Busy

9:30 – 10:30 am  **Concurrent Workshops**
M01 - How to Communicate with Confidence and Clarity
M02 - Making Connections Count
M03 - Skills for the 21st Century Professional
M04 - The Threshold Has Changed
M05 - Are You the Wizard of Clause
M06 - Procurement Topics and Trends
M07 - Emergency Preparedness and Procurement Planning

10:45 – 11:45 am  **Concurrent Workshops**
M01 - How to Communicate with Confidence and Clarity
M02 - Making Connections Count
M05 - Are You the Wizard of Clause
M07 - Emergency Preparedness and Procurement Planning
M08 - Billing and Collection of eVA Fees - Buyer
M09 – VDC: The Right Procurement Connection
M10 - The Magic Is in Your Mouth

11:45 – 1:15 pm  Lunch and Governor’s Supplier Diversity Awards Program

1:30 – 2:30 pm  **Concurrent Workshops**
M02 - Making Connections Count
M11 - Success Strategies for Challenging Comm. Scenarios
M12 - 2012 Public Procurement Outlook
M13 - Launching the Ship without a Captain
M14 - VRS: Retirement Overview and Highlights
M15 - An Update on All Things eMall/Shop Now
M16 - Connecting the Numbers: Quantitative Methods

2:45 – 3:45 pm

**Concurrent Workshops**
- M11 - Success Strategies for Challenging Comm. Scenarios
- M14 - VRS: Retirement Overview and Highlights
- M17 - State of the Profession
- M18 - Transitioning to Supply Chain Management
- M19 - Your Contracts’ Legal Connection
- M20 - Is Your eVA Workflow Working for You
- M21 - Opportunities for Success in eVA – A Locality Choice

4:00 – 5:00 pm

**Concurrent Workshops**
- M18 - Transitioning to Supply Chain Management
- M19 - Your Contracts’ Legal Connection
- M22 - Keeping Your Balance on the Procurement Tightrope
- M23 - Specifications with a Wide Angle Lens
- M24 - I Heard It through the Grapevine – PIM29
- M25 - eVA Update and User Group
- M26 - The ABCs of Service Contracting

**Tuesday, November 15**

8:00 – 9:00 am

**Concurrent Workshops**
- T01 - Skills for the 21st Century Professional
- T02 - Leadership and the Final Four
- T03 - P-Card Connection 2011
- T04 - Social Networking
- T05 – Web-Based Processing of Construction Payments
- T06 - eVA Goes Mobile and Redefines On-Line
- T07 - Connecting the Dots in the Disposal Process

9:15 – 10:15 am

**Concurrent Workshops**
- T02 - Leadership and the Final Four
- T04 - Social Networking
- T08 - Negotiations
- T09 - 2012 Public Procurement Outlook
- T10 - Construction Contractor Panel
- T11 - eVA Update and User Group
- T12 - Fleet Focus 2012

10:30 – 11:30 am

**Concurrent Workshops**
- T02 - Leadership and the Final Four
- T04 - Social Networking
- T13 - Billing and Collection of eVA Fees - Vendor
- T14 - Connect Your WORKS Knowledge
T15 - Debarment & Enjoinment Procedures for Construction
T16 - A Vendor View of Procurement
T17 - VDC: The Right Procurement Connection

11:30 – 12:30 pm  Lunch
12:30 – 3:15 pm  Expo

3:30 – 4:30 pm  Concurrent Workshops
T06 - eVA Goes Mobile and Redefines On-Line
T18 - Keeping Your Balance on the Procurement Tightrope
T19 - State of the Profession
T20 - The Threshold Has Changed
T21 - Self Bonding for Construction Projects
T22 - I Heard It through the Grapevine – PIM29
T23 - The ABCs of Service Contracting

Wednesday, November 16

8:30 – 9:30 am  Concurrent Workshops
W01 – How Do I Know What to Show
W02 - Launching the Ship without a Captain
W03 - Billing and Collection of eVA Fees - Buyer
W04 - Power Proof Reading Proposals
W05 - Are Your Actions Speaking Louder than Your Words
W06 - eVA DEAL or NO DEAL

9:45 – 10:45 am  Concurrent Workshops
W04 - Power Proof Reading Proposals
W07 - Records Management: It’s Not Just Paper
W08 - Connecting the Numbers: Quantitative Methods
W09 - Take Care Now: Be Cared for Later
W10 - I Heard It through the Grapevine – PIM29
W11 - An Update on All Things eMall/Shop Now

11:00 – 12:00 pm  Concurrent Workshops
W04 - Power Proof Reading Proposals
W05 - Are Your Actions Speaking Louder than Your Words
W06 - eVA DEAL or NO DEAL
W07 - Records Management: It’s Not Just Paper
W09 - Take Care Now: Be Cared for Later
W12 - Specifications with a Wide Angle Lens