



# **Finance for Non-Financial Professionals**

*Presented by:*  
**Marilyn Gettinger, C.P.M.**

## **Workshop Outline:**

### **Innovative Practices in Strategic Procurement**

This one-day program is hard-hitting and discusses many new concepts being employed by leaders in the supply management community. The program presents 20+ “best practice” concepts related to procurement competency areas that can deliver immediate bottom-line results. The program includes the following:

### **FINANCE FOR THE NON-FINANCIAL PROFESSIONAL**

- Segment 1: Exploring the Documents, Terms and Terminologies**
- Segment 2: Understanding Cost-based Principles**
- Segment 3: Cost Management to Improve the Bottom-line**
- Segment 4: Special Cost Factors and Impacts**

## **Who Should Attend:**

Supply and other non-financial management professionals who are interested in exploring the relationship between finance and their departmental activities, goals, and objectives, Learning how to use financial tools sharpens decision making skills, and enhances understanding of finance to effectively communicate cost management results to top management. Bring a calculator!

**Tuesday, November 11, 2008, 8:00 a.m. – 4:00 p.m.**

Liberty Hall Banquet and Conference Center,  
800 Eisenhower Drive, Kimberly, WI 54136



# **Finance for Non-Financial Professionals**

## **Segment outline:**

### **Segment 1 – Exploring the Documents, Terms and Terminologies**

- A. The Importance of Understanding Financial Terms and Terminology
- B. Communicating with Senior Management
- C. Working with Suppliers
- D. Exploring Basic Financial Documents and Terminology

### **Segment 2 – Understanding Cost-based Principles**

- A. Supply Chain Costs
- B. Cost versus Price
- C. Costing Methods
- D. Types of Contracts
- E. Inventory and Overhead

### **Segment 3 – Cost Management to Improve the Bottom line**

- A. Moving Away From “Hit-Or-Miss” Cost Savings
- B. Documenting Our Value to the Organization
- C. Reports to Explore for Decision-making

### **Segment 4 – Special Cost Factors and Impacts**

- A. Inflation
- B. Currency Fluctuations
- C. Depreciation
- D. Interest rates
- E. Regulations

#### **Registration:**

Cost will be \$150 for members and \$200 for nonmembers.

**Limited space for this seminar. Please reserve your seat for this seminar as soon as possible. We must have your payment no later than the end of the day , Wednesday . Nov 5.**

**Payment can be made by PayPal**

**or**

**mail check to Mary Banes, ISM Northeast Wisconsin  
PO Box 2, Neenah, WI 54957**



# Finance for Non-Financial Professionals

## **Marilyn Gettinger, C.P.M.**

Marilyn Gettinger owns and manages the consulting firm, New Directions Consulting Group. Marilyn created the organization in 1993 with the mission to assist companies in making the most of their precious resources. She designs customized training programs and consulting services to support organizations that must change to meet the demands of the 21st century. Her workshops present theory and then relate that theory to meeting the challenges of the organization. Participants are encouraged to take on intra-company projects that address upgrading and reengineering of existing business and manufacturing processes. Her consulting services offer a team approach to streamlining existing processes using all of the skills and experiences of staff members. She has consulted with organizations to improve purchasing, inventory, and supply chain processes.



NEW DIRECTIONS CONSULTING GROUP works with organizations both in the service and manufacturing sector. The client base includes medical institutions, pharmaceutical, medical device, food, and cosmetic manufacturers, mold manufacturers, warehouse and distribution companies. The firm has developed workshops for companies with as few as thirty employees to large multi-national corporations. Class participants may include direct labor personnel all the way to top executives.

Ms. Gettinger is program coordinator and instructor for the Kean University and New Jersey Institute of Technology's Supply Chain Management certificate programs and chair and instructor for the Project Management Certificate program at Union County College. She is coordinator and instructor of the Materials Management certificate program offered by Union County College. She teaches the Institute for Supply Management Certificate preparation courses at both Union County College and also on site at company locations. She has been a presenter at the Institute for Supply Management International Conferences in 1998 through 2008 and will be presenting in 2009. She has presented workshops at the American Production and Inventory Control Society's International Conference in 2000, 2002, and 2003. Marilyn has also presented several workshops throughout the country for local and regional affiliates, groups, and forums of ISM on Benchmarking, Supply Chain Management, Supplier Evaluation, Best Practices, and Strategic Sourcing. She recently facilitated an online course for the Institute for Supply Management and led a Satellite Seminars on inventory and finance. She teaches International Trade and Importing at Baruch University.

Marilyn helps promote other businesses through her involvement at both Bergen Community College and Kean University's Small Business Development Center's small business workshops. She holds a C.P.M., has completed several master level courses, and is certified in Materials Management from Bloomfield College.