



ALL DAY WORKSHOP AGENDA

“Celebrating March as Procurement Month!!”

DATE & TIME:

March 7, 2019
8:00am - 4:00pm

LOCATION:

[University Place Hotel & Conference Center](#)
310 SW Lincoln St., Portland, OR 97201

\$1 Raffle Tickets will be sold from 8:30am – 3:40pm (See Nick Ioanna)

- 8:00 Meet and Greet – Coffee and Pastries served
- 8:30 Welcome and Introductions – Christy Tran
- 8:45 Ice Breaker Activity – Christy Tran
- 9:00 **Tanyann Belaney** (Area 8 Chapter Ambassador)
- 10:15 **Saby Waraich** (City of Portland)
- Purple Cow Leadership: How to Stand Out as a Leader?
- 11:30 Celebrating International Women’s Day – Emilie Schulhoff
- 11:40 Lunch
- 12:20 Chapter Announcements
- Pro-D – Christy Tran on behalf of Kathi Braeme-Burr
 - Chapter Membership - Emmanuel Amunga
 - Chapter Volunteering Opportunities – Anthony Blackmon
 - Legislative Updates and Other News – Brian Smith
 - Certification Awards – Elvis Carter
 - MOY/BOY Announcements – Christy Tran
- 12:40 Chapter Activity – Christy Tran
- 1:00 **Kevin Yin** (Trimet)
- Successful Change Management. Yes, There’s and Equation for That.
- 2:30 **Emilie Schulhoff and Heidi Leibbrandt** (Multnomah County)
- Contract Management
- 3:45 Raffle Drawings – Elvis Carter
- 4:00 Adjourn – Christy Tran


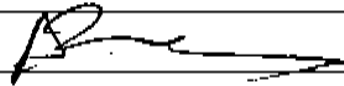

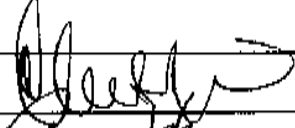
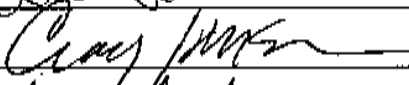
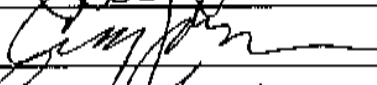
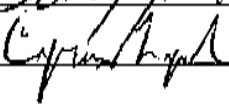
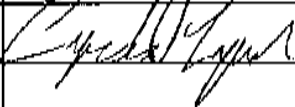
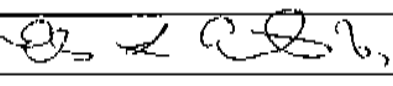
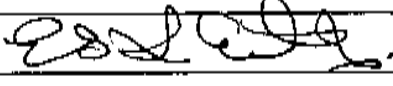
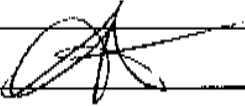
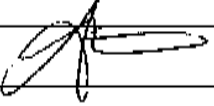

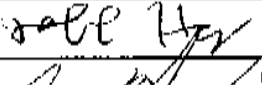
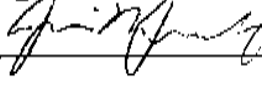
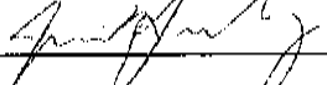
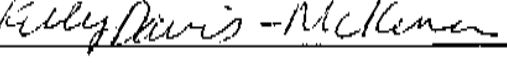
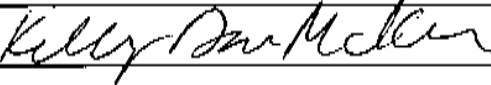
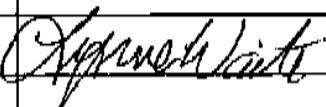
All Day Workshop cost for non-members to attend is \$35.

Sign In, Please

Event : March 2019 All Day Workshop

Where - PSU University Place Hotel and Conference Center

When : March 07

Name	Sign in AM	Sign In PM
Adriana Lucas		
Anthony Blackmon		
Brandon Niles		
Brian Smith		
Catherine Antisdal		
Christine Gartland		
Christy McBeth		
Christy Tran		
Craig Johnsen		
Cyrus Lynch		
Debra Lindsay		
Diane Seaton		
Elvis Carter		
Emilie Schulhoff		
Erika Lopez		
Gabe Bowlby		
Jeff Hagen		
Jim Harley		
Jin Huang		
Julie Hoffman		
Kelly Davis-McKernan		
Kevin Yin		
Lawrence Russell		
Lynn Faulkenberry		
Lynne Waite		
Michael Derleth		
Nichelina Almirol Robbins		

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Adriana Lucas	Adriana Lucas	Adriana Lucas
Anthony Blackmon	AB	Anthony Blackmon
Brandon Niles	Brandon Niles	Brandon Niles
Brian Smith	B.R.S.	B.R.S.
Catherine Antisdell	Catherine Antisdell	Catherine Antisdell
Christine Gartland	Christine Gartland	Christine Gartland
Christy McBeth	Christy McBeth	Christy McBeth
Christy Tran	Christy Tran	Christy Tran
Craig Johnsen	Craig Johnsen	Craig Johnsen
Cyrus Lynch	Cyrus Lynch	Cyrus Lynch
Debra Lindsay	Debra Lindsay	Debra Lindsay
Diane Seaton	Diane Seaton	Diane Seaton
Elvis Carter	Elvis Carter	Elvis Carter
Emilie Schulhoff	Emilie Schulhoff	Emilie Schulhoff
Erika Lopez	Erika Lopez	Erika Lopez
Gabe Bowlby	Gabe Bowlby	Gabe Bowlby
Jeff Hagen	Jeff Hagen	Jeff Hagen
Jim Harley	Jim Harley	Jim Harley
Jin Huang	Jin Huang	Jin Huang
Julie Hoffman	Julie Hoffman	Julie Hoffman
Kelly Davis-McKernan	Kelly Davis-McKernan	Kelly Davis-McKernan
Kevin Yin	Kevin Yin	11:30-2:30 Kevin Yin
Lawrence Russell	Lawrence Russell	Lawrence Russell
Lynn Faulkenberry	Lynn Faulkenberry	Lynn Faulkenberry
Lynne Waite	Lynne Waite	Lynne Waite
Michael Derleth	Michael Derleth	Michael Derleth
Nichelina Almirol Robbins	Nichelina Almirol Robbins	Nichelina Almirol Robbins

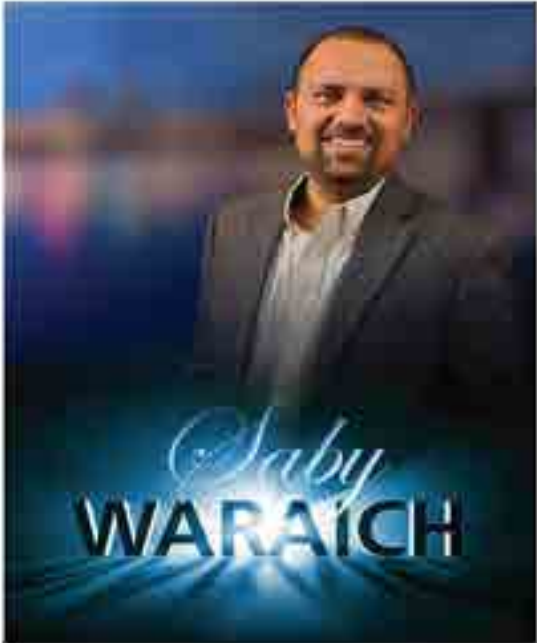
COPY OF ALL PRESENTATIONS:

Knoster Formula

Managing Complex Change



PURPLE COW LEADERSHIP

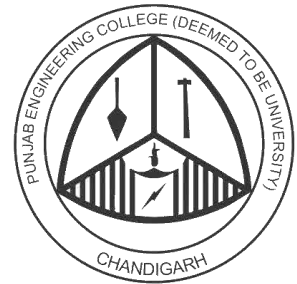
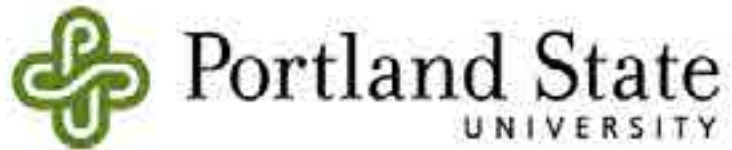




Who is Saby?

Full Name – **Sarabjeet Singh Waraich**

**I LOVE
CHANDIGARH**







IDEA



PMSTAC

I  **NOVATION**

DEVOPS
SIMULATION

EXPERIENCE THE DEVOPS DIFFERENCE
THE BIGGEST OBSTACLE TO DEVOPS SUCCESS IS PEOPLE





Stand Out
Be Different
Be Courageous
Your WAY of doing things

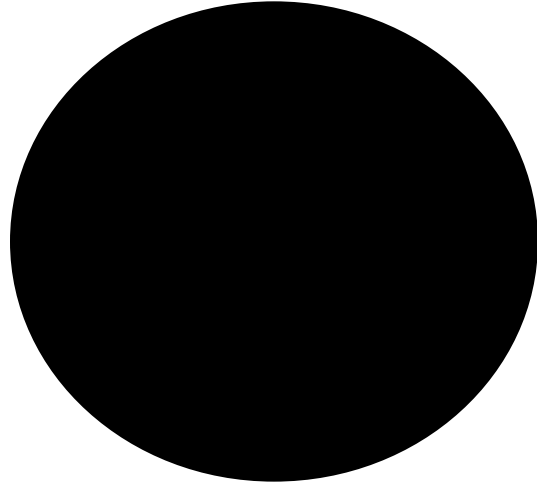


1

POSITIVE THINKING



I can.
I will.
End of story.



Unsettling Facts



**of employees who don't
feel valued by their boss
plan to look for another
job in the next year.**



2

YOU



Unchain the Elephant



Find Purpose

Growth Zone

Set New Goals

Live Dreams

Deal with challenges

Learning Zone

Extend Zone

New Skills

Other's opinions

Fear Zone

Lack self-confidence

Excuses

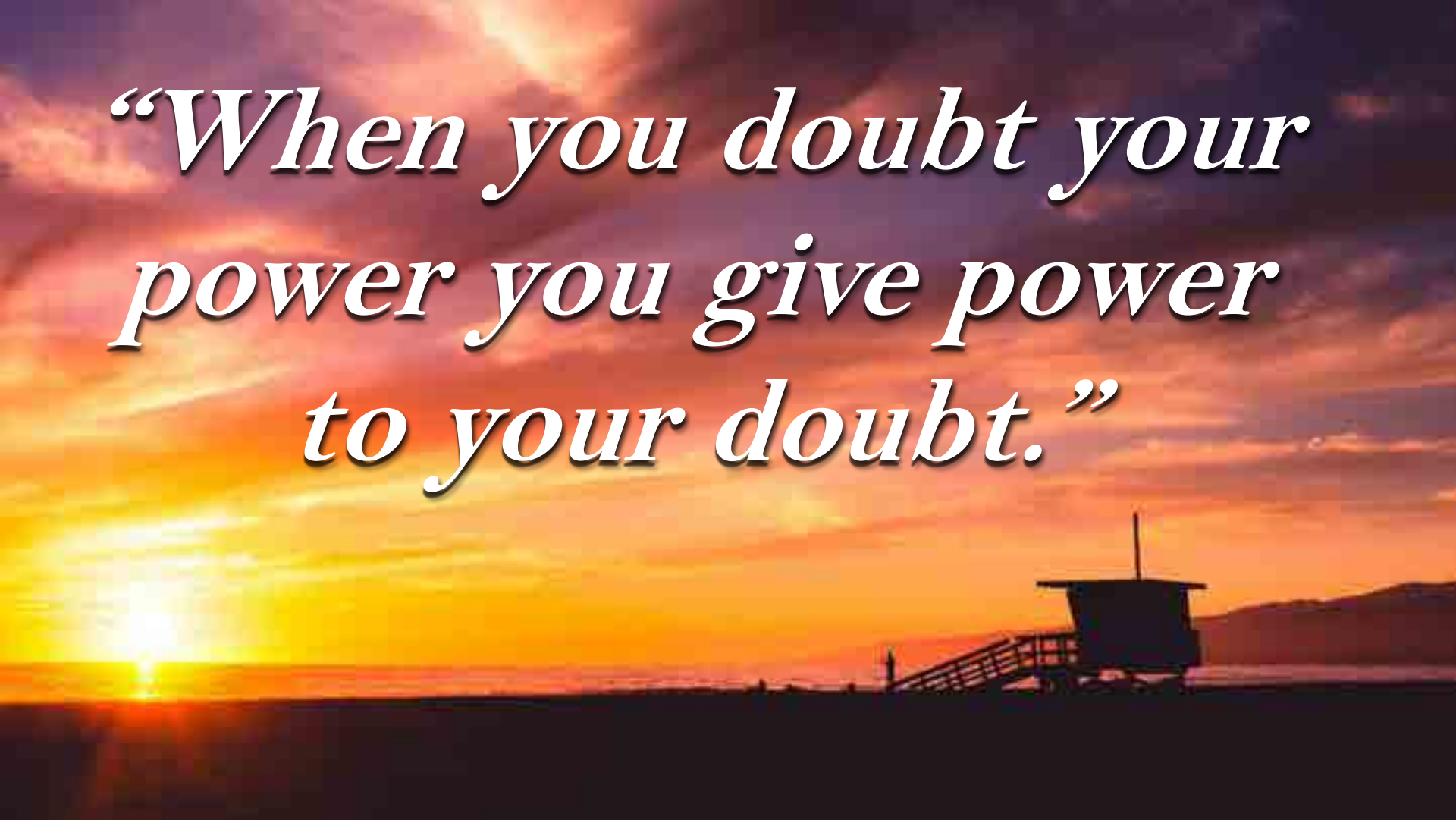
In control

Comfort Zone

Feel safe



*“When you doubt your
power you give power
to your doubt.”*



Unsettling Facts



37%

Of employees say
their boss failed to
give them credit
when due.



A group of people are seated at a long wooden table in a restaurant or bar. They are engaged in conversation, with some looking towards the camera and others looking at each other. The setting is dimly lit with warm, ambient lighting. A large green banner with a white circle containing the number '3' is overlaid on the top left of the image.

3

RELATIONSHIPS

THE
100/0
PRINCIPLE

**You take full
responsibility
(the 100) for the
relationship,
expecting
nothing (the 0) in
return.**

- Al Ritter



DO *lunch*



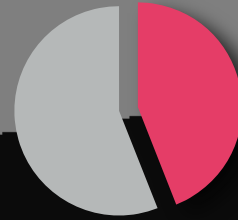
“

People will
never forget
how you made
them feel

”



Unsettling Facts



44%
of employees say they've
been emotionally or
physically abused by a
supervisor in their career.



4

PERSEVERANCE

- Dropped out of school in the 4th grade and took an apprenticeship with a printer, only to be fired.
- Apprentice to a candy- maker in Lancaster, PA
- Studied business for 4 years and started three unsuccessful candy companies in Philadelphia, Chicago & New York
- Sold his Lancaster Caramel Company for \$1 million in 1900 (\$28 million in current dollar value)



MILTON HERSHEY



- Born in Mississippi to a very financially burdened family to a teenage single mother
- Managed to win a scholarship to Tennessee State University
- First African American TV Correspondent at age 19
- CEO of Harpo, Net worth \$2.9 Billion

OPRAH WINFREY

- Her teenage years were unhappy with a sick mother and strained relationships with her father
- Wrote her first book in 1995, rejected by twelve publishers
- Was asked to “get a day job”
- While writing her book, she went through a divorce and survived on government subsidies
- Currently the second-richest female entertainer on the planet with brand name currently worth \$15 billion



J K ROWLING – HARRY POTTER SERIES



- Born on a farm in Michigan
- At age 15, he gained reputation as watch repairman
- At age 16, he left the farm to work as an apprentice machinist
- Left penniless 5 times from failed ventures and bankruptcy of his company
- Finally succeeded with Ford Motor company at age 53

HENRY FORD



Challenge as an opportunity

Commitment

Personal Control

Unsettling Facts



65%

**of employees say
they'd take a new boss
over a pay raise.**



SHERPA LEADERSHIP



5

LEADERSHIP



#3 Functional Leader



#2 Project Leader



BEING A

**PROJECT
MANAGER**

— IS EASY. IT'S LIKE —

RIDING A BIKE

EXCEPT THE BIKE IS ON FIRE

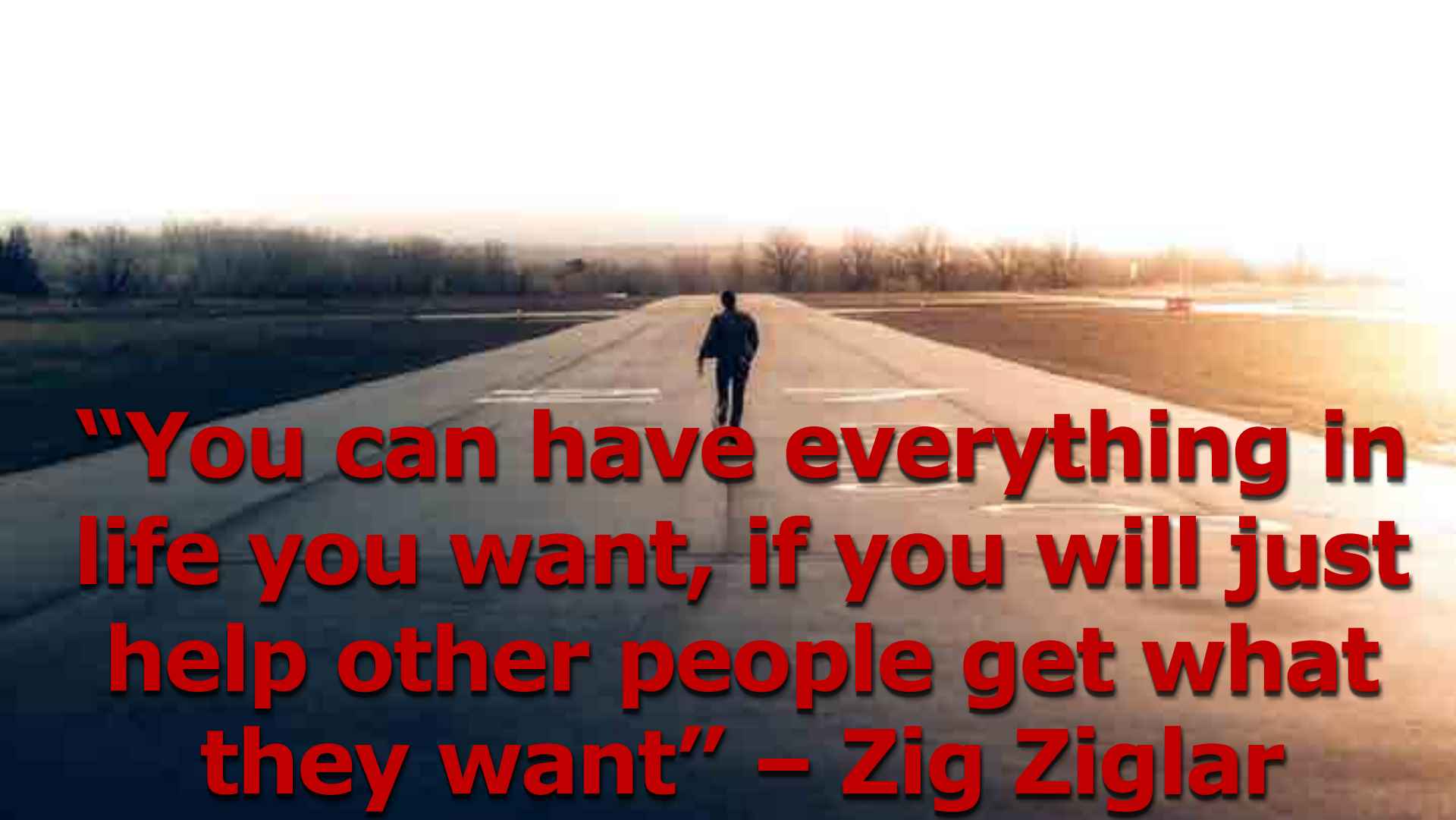
YOU'RE ON FIRE

EVERYTHING IS ON FIRE

AND YOU'RE IN HELL



#1 Volunteer Leader

A person is walking away from the camera on a long, straight, paved path that stretches towards a bright horizon. The scene is illuminated by the warm, golden light of a sunrise or sunset, creating a hazy atmosphere. The path is flanked by grassy areas and some trees in the distance. The overall mood is one of journey and aspiration.

“You can have everything in life you want, if you will just help other people get what they want” – Zig Ziglar

A man in a white shirt is shown from the chest up, leaning forward with his head buried in his hand. He appears to be in a state of stress or frustration. The background is blurred, suggesting an office or meeting environment. The lighting is warm, and the overall mood is one of exhaustion or despair.

Unsettling Facts

Employees with
bad managers
are among the
LEAST
productive
workers.



6

ENERGY





American
companies
spend an
estimated
\$300 Billion
each year in
health care
costs as a result
of bad bosses.

Unsettling Facts



Positive Thinking

Unchain The Elephant

Relationships

Perseverance

Leadership

Energy





LinkedIn

[WWW.LINKEDIN.COM/IN/WARAICH](http://www.linkedin.com/in/waraich)



@SABYWARAICH
#SelfieSaby

<http://www.dontadoptthemonkey.com>

Successful Change Management

(Yes, There's a Formula for That)

Kevin Yin, CPPB
 Director, Procurement & Supply Chain Mgmt
 TriMet
 March 7, 2019

1

Learning Objectives

- Define change management
- Identify the one reason change is easier said than done
- Describe the formula for managing change

2

Warm-Up Activity!

3

CHANGE MANAGEMENT: DEFINITION

The process, strategies, and activities that support organizational and personal transitions from the current state, to the desired future state, in order to achieve and sustain the desired business vision and strategy.

4

One Reason

One reason change is easier said than done...

=== PAIN ===

5

Formula for Change

Knoster Formula
 Managing Complex Change

6

Formula for Change

Kegan's Formula
Managing Complex Change

7

Formula for Change

Kegan's Formula
Managing Complex Change

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Formula for Change

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Formula for Change

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10

Formula for Change

Kegan's Formula
Managing Complex Change

11

Questions

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Successful Change Management

(Yes, There's a Formula for That)

Kevin Yin, CPPB
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