



Fall Newsletter

Albuquerque APICS News - Fall 2011

A Note From the President

I would like to welcome you to a new year of exciting events and activities; one which promises to be fulfilling and rewarding for all APICS members. This is the time your Albuquerque APICS Chapter Board of Directors begins its 2011/2012 term, and it is my pleasure to introduce you to their members.

In these difficult times, we must be more aware than ever how essential it is to concentrate efforts on strengthening the skills we need to enable sustainable productivity. We on the board firmly believe that APICS offers opportunities for personal growth, and for learning techniques that will bring economic rewards to organizations, while ensuring long-term industry viability.

The classes we offer give you the edge on the competition. Certification has been shown to greatly increase your value to employers both current and future.

- The tours and speakers we offer increases your knowledge and insight of how successful companies operate and keeps you abreast of the latest ideas and trends.
- The value and opportunities of networking within the community is always present through the Albuquerque Chapter events.

We are open to ideas and suggestions and encourage you to share those ideas with us. Please feel free to contact any of your board members and let us know what you would like to see your Albuquerque APICS Chapter offer.

I'd like to introduce your new board team and how to contact them:

- Debora Brener – President -- debbrener@comcast.net
- Rohan Allen – Director of Marketing -- rarahanallen6@gmail.com
- Cindy Butler – Director of Administration -- forcbutler@hotmail.com
- Jim Constand – Director of Communications -- jim_constand@msn.com
- Tom Dorr - Director of Programs -- tomdorrm@yahoo.com
- Scott Keithley – Director of Education -- scott.g.keithley@intel.com
- Lucy Lund – Director of Membership -- llund@lanl.gov
- Liz Griego-Powell – Director of Finance -- lizgriego@aol.com
- Bianca Granado – Newsletter Editor -- biancagran@aol.com
- Steven Yourstone – Student Liaison -- Yourstone@mgt.unm.edu

We look forward to seeing you throughout the year at our classes, tours, PDM's and events.

Thank you,
Debora Brener
President, Albuquerque Chapter

Upcoming PDM at Richmond Products, Inc.

Thursday, September 22 at 6 p.m.

4400 Silver Ave.

Albuquerque, NM 87108

Learn more about Richmond Products at: www.richmondproducts.com

About Richmond:

Richmond Products is a leading manufacturer of examination products for ophthalmology, optometry, pediatrics, neurology, and occupational medicine. The company was founded almost 60 years ago by P. Lloyd Powell (a former employee of Bausch & Lomb) and Ruth M. Powell to provide specialized Ophthalmic products to Bausch & Lomb. In April 1999, Lloyd G. Powell and Elizabeth Griego-Powell purchased the business. Quickly, many new products were developed and marketing efforts were initiated. Since 2000, growth has exceeded 15% per year and the new and re-engineered products now represent 8 out of 10 of the top products in sales.

Join us at Richmond, an assembled to order job shop, as they prepare for their biggest tradeshow of the year. Learn how a point-of-sale store is created out of a 20x20 booth, complete with over 3,000 pieces inventory. Also, learn about the companies efforts to go green--and paperless!

Logical Decision Making to Enhance Organizational

Performance

Ten-Week Class offered at UNM

Instructors: Dr. Richard Reid, Mr. Tom Shoemaker

Think how many times the same thought or worry comes into your head. Learn a structured process and a set of associated logic-based thinking tools to help you find the underlying cause of your concern. Moreover, verify that it is, indeed, the thing to change to improve both your personal and professional effectiveness and performance. This program introduces an approach for managing your current organization as a whole with emphasis on achieving a higher level of accomplishment through utilizing the Theory of Constraints. This approach provides an overall framework for helping managers facilitate increased effectiveness in goal achievement that has been developed by Dr. Eli Goldratt, a world-renowned educator, scientist, and business consultant.

Participants receive an Individualized Certificate of Program Completion upon a successful conclusion of this program.

September 8-November 10, Thursdays 6:00 pm-9:00 pm Starting September 8th

Anderson Graduate School of Management, Room 302

To register, contact: KRISTY NUNLEY AT 505-277-2525

Congratulations for Passing the Basics of Supply Chain

Management

- Cynthia Gutierrez
- Dusty Heath
- Joe Donnelly
- Lisa Johnson

Top Interview Secret: Know the Right Questions to Ask

by Deborah Walker
Certified Career Management Coach
www.alphaadvantage.com

Most interview preparation books are filled with sample questions that you'll have to answer during an interview. While it's certainly important to know how to answer tough interview questions, it's equally important to know how to ASK questions in an interview.

There are three good reasons to be prepared to ask great questions during interviews. To uncover the interviewer's hiring motives. To demonstrate your interest and intelligence. To uncover any unspoken concerns or "red flags."

Let's look at each of these points:

1. To uncover the interviewer's hiring motives.

A big mistake candidates make going into a job interview is to assume that they know the hiring motives of the interviewer based solely on the job description. But the reality is that each person within an organization will have a slightly different idea of the perfect person for the job. It's up to you to find out the hiring motives of each person you interview within any one organization. Ask a simple question and you'll know what your interviewer is looking for. Such as:

- What do you see as the most significant challenges for this position?
- What qualities do you look for to fill this position?

Then just listen closely. He/She will tell you just what you need to know in order to tailor your answers to his/her desires.

2. To demonstrate your interest and intelligence.

Nothing works better than a well thought out question to convince your interviewer of the sincerity and interest. Additionally, a good question is the simplest, yet most effective way of impressing them with your intelligence. The main thing is that you want your question(s) to be specific to the organization you are interviewing with. Avoid generic questions such as "Where do you see your company going in five years?" The interviewer is going to realize you just asked the last five companies that same question. A more targeted and specific question will win you points in the interview, and may tip the scale in your favor when they're discussing which candidate to hire.

3.To uncover any unspoken concerns or "red flags."

Before you walk out of your interview, find out any concerns that may eliminate you as a candidate. This is your best chance to defend your candidacy. This is also your second chance to undo an interview error, or provide vital information. Ask a question something like: "What concerns do you have that would prevent you from calling me back for the next interview?" Spoken concerns can be answered with new information on how you've overcome challenges, learned new skills, or adjusted to new industries quickly. Remember, if you don't ask, they will not tell you, and you'll always wonder why they didn't call you back. When it comes to interviews, there is no such thing as over preparation. A resume will get your foot in the door, but the interview will seal the deal. Make sure you're ready to win the job by asking the right interview questions.

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