



# North Texas Chapter Contract Management News

*“Mission Success through Contract and Business Management Excellence”*

Volume 63 Issue 1

April, 2007

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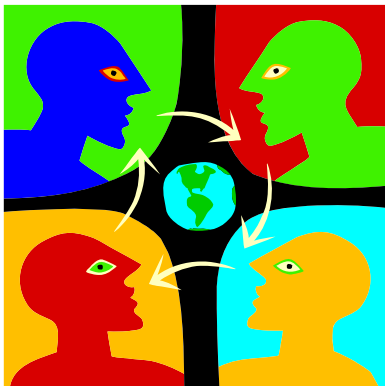
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2007 NCMA North Texas Chapter Officers

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## NORTH TEXAS NCMA EVENTS

All events you can: Register online through Acteva at <http://www.acteva.com/go/ncma-ntxchap> or you can email Jay Holmes at [jay.holmes@lmco.com](mailto:jay.holmes@lmco.com).

### New Member Orientation Aug 2007

When: Tuesday, August 14, 2007 6:30 PM-8:00 PM

John Leatherwood offered to host the New Member Orientation event at Belo again this year!!! They will also provide some wine for the event! Thanks John and Belo! We finalized the date of August 14, 6:30 PM.

Please forward this invitation to any friends or cohorts that you think may be interested in learning more about NCMA!

The North Texas Chapter will have several copies of the Membership Orientation details to pass out to people at our table at World Congress. Be sure and stop by ~~



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## Putting Leadership Potential into Action

By Frank Moore

Have you ever had the Energizer Rabbit as leader of your team? Well, maybe you have, but just did not realize it... a conclusion one could reach after hearing our March dinner meeting guest speaker, Mr. Mike Campisi.

Mike, a Senior Program Director with Raytheon (See Bio in last newsletter), presented a most novel concept of leadership in his presentation, “Leadership Energy.” His paradigm is based upon the same concepts of energy as one finds in the study of physics. First, there is “**potential energy**” (PE) that is pent up within some source of power, such as a battery or a depressed spring. Then there is **kinetic energy** (“KE”), which is potential energy in motion. Picture KE as the spring expanding, or the juice from the battery traveling through wires en-route to a light bulb. Lastly, there is **energy impact** (“EI”), or the result of the KE, such as the light going on or a spring flinging open the Jack-in-the-Box.

In discussing leadership, Mike likened potential energy to certain attributes of the leader, specifically her/his beliefs, education, values, life experiences, and mental capacity. A leader’s behaviors and mannerisms constitute the kinetic element of the Campisi model, as these are the

“wires” through which the leader **affects** the environment (other people, situations, etc). He extended his energy/leadership metaphor to describe ways you can improve your potential and kinetic leadership energies. Potential battery power is increased through education and training, new experiences, and other enhancements to your personal attributes. Working on communication/social skills (i.e. practice!) and improved self-awareness are examples of how one can more affectively affect the environment. Mike offered some good reference material to help in these areas, which is listed at the end of this article.

This was certainly a fresh approach to a subject – Leadership - that is relevant to all professions. Whether you believe leaders are made or born, Mike’s approach seems to place more responsibility on the individual for taking action to increase ones **potential** to be an effective leader, though not everyone aspires to that role. It is necessary and important to have good followers, as well as leaders, and similar energies may be involved.

We are so grateful to Mike Campisi for spending the evening with us and sharing this interesting concept of leadership. It is our objective to continue bringing you, the members and guests of



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the North Texas Chapter, more guest speakers to address topics of interest and benefit to you and your careers. Join us!!

Bibliography:

Behaviors

- “Body Language” by Teach Yourself
- “Emotions Revealed” by Paul Ekman
- “Unmasking The Face” by Paul Ekman

Actions

- “48 Laws of Power” by Robert Green
- “21 Laws of Influence” by Hellen Davis
- “The Amazing Law of Influence” by King Duncan

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**April Dinner Meeting –  
Sarah Symons, Michele Stoudt-Wright,  
George Slagle, John Branch**



**Complementary Workshop  
Before April Dinner Meeting  
Speaker: Whitney Taylor**



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**World Congress**

**April 23 Special Session**

## **Who, What, When, Where, Why and How's of Alternative Dispute Resolution.**

What are your alternatives when disputes occur, as they sometimes do in the contracts industry? After all, it is impossible to cover absolutely everything in our written documents. Stuff happens, disconnects occur, miscommunication is common, multiple interpretations come from multiple people...these are all very common and expected occurrences when a group of people from multiple backgrounds and companies work together on a project. So, what can we do about it? How can we minimize the amount of time and money we have to invest in the resolution of a dispute? What processes can we put into place to ensure that disputes are resolved quickly, at the most appropriate organizational level, and keep costs to a minimum?

Join North Texas NCMA Chapter Past President from Boeing, Brenda Patton, and Whitney Taylor, NCMA VP Membership from WellPoint, Inc., at their World Congress Session Monday, April 23, 10:45-11:45 AM. Titled: “ADR: Effective Solutions for Disputes” as they succinctly share the ADR

concept, value/benefits,, case studies and keys to success to enable you to seriously consider the adoption and incorporation of ADR into your management process.

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## NCMA NORTH TEXAS CHAPTER Cost and Price Analysis in Government Contracts

**WHEN: 16 – 17 May 2007 (7:45-8:15 AM Registration,  
8:15 AM-4:30 PM Workshop each day)**

**WHERE: Garland Special Events Center, 4999 Naaman Forest Blvd, Garland TX  
75046 Phone (972) 487-4700**

### FEDERAL PUBLICATIONS SEMINARS, COURSE CURRICULUM

1. The Contract Pricing Environment
2. The Foundations of Price Analysis
3. Price Related Data from Offerors
4. Price Related Factors for Award
5. Quantitative Techniques for Price Analysis
6. Price Analysis Related Decisions
7. Documenting Price Analysis
8. Overview of Cost Analysis
9. Quantitative Techniques for Cost Analysis
10. Direct Material Costs Analysis
11. Direct Labor Cost Analysis
12. Other Direct Cost Analysis
13. Indirect Cost Analysis
14. Facilities Capital Cost of Money
15. Profit / Fee Analysis
16. Preparing for Negotiations

**COST: \$450.00 Members \$575.00 Non-members (may apply \$125 for NCMA Membership). Seminar includes training materials. Course earns 13.0 hours CPE credit. See web-site for directions to program.**

[www.specialeventscenter.com](http://www.specialeventscenter.com)

**ADVANCE RESERVATIONS REQUIRED BY May 8, 2007  
(Payment must be made in advance of attendance)  
Jay Holmes (972) 603-1804, [jay.holmes@lmco.com](mailto:jay.holmes@lmco.com)**



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## President's Corner

By Nydia Rosado

develop great professional and personal relationships through the amazing networking opportunities our chapter offers. Therefore, the next time you receive an invitation to our next chapter function, add it to your calendar! You would never know what you might be missing.

***Nydia Rosado***

NCMA North Texas Chapter President

[nrosado@charter.net](mailto:nrosado@charter.net)

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I attended an NBA game this last weekend. It was a great game even though my favorite team lost. The seats were amazing, only 11 rows from the court and the company was also great even though she was cheering for the opposite team, and best of all the tickets were free to me! By now you are probably wondering, what does that have to do with NCMA? Well, a lot, actually. See, the main reason I was able to attend that game was directly related to my membership to our professional association. No, it was not because Chapter Presidents get free NBA tickets, but my friend, who knows I am a huge NBA fan thought of me when she had the spare ticket. My friend is a long standing member of our chapter board. I met her because of NCMA. No, I cannot guarantee you will be getting free sport tickets by been an active member of your chapter. However, I can guarantee that you will





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## **NORTH TEXAS NCMA EDUCATION**

### **CONSORTIUM OPPORTUNITIES**

The NCMA North Texas Chapter has joined Raytheon Company, Rockwell Collins Inc. and L-3 Communications Integrated Systems, the sponsor companies, to bring outstanding training programs to our members. In 2007, we have scheduled programs, which are “must do” programs for persons that are new to the Contracts and Subcontracts profession and excellent refresher courses for the seasoned professional. The programs are presented by one of the leading educational firms in the procurement business, Federal Publications Seminars. This year we are presenting the following programs:

- May 16-17 – Cost and Price Analysis, Course Director – Joseph Higgins
- September 11-12 – Government Contract Law, Course Director – William Shook
- November 13-14 – Changes and Equitable Adjustments in Government Contracts, Course Director – Ralph C. Nash Jr.

These courses will broaden your knowledge on vital subjects that the professional contracts and subcontracts manager must understand. CEU credit will be provided for each seminar.

**MARK YOUR CALENDAR AND DON'T MISS ANY OF THESE EVENTS.**

**April 22-25**  
**World Congress 2007**  
Hyatt Regency, Dallas.

Contracts professionals from all over the globe converge on Dallas/Fort Worth for training, networking, and professional growth at the premier Contracts Management event of the year.

### **About the Conference**

**Achieving Outstanding Results  
Through Effective  
Life-Cycle Contract Management**

Come celebrate the best of the profession and forge new frontiers in the buying and selling communities. From scanning exhibitors' new products, services, solutions, attending pre-conference seminars and plenary sessions/panel discussions by leaders in the field, and seizing opportunities for personal career growth, this three-day conference provides you with a wealth of opportunity and knowledge for career success.



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## **Officers And Chairpersons**

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