

Webinar Program 2025
M. L. Coss and Associates, LLC

#	Date	Webinar Title	Topics	Description	NIGP Competency	UPPCC Competency*	Short Zoom Link	Regular Link
1	1/9/25	Leading with Purpose: Aligning Personal and Professional Values for Better Team Outcomes	Values & Goals	Uncover the power of purpose-driven leadership to inspire teams, drive collaboration, and achieve alignment with organizational goals. Learn how aligning personal values with professional roles creates a culture of commitment and accountability that leads to meaningful outcomes.	Strategy	Strategy	https://bit.ly/3AMGEd5	https://us02web.zoom.us/j/88506512643?pwd=g5ZHf8ib4YolaeinNhoB597pDEEzA.1
2	2/6/25	Effective Communication: Building Influence and Trust	Communication	Master the art of communication to build trust, influence stakeholders, and foster collaboration. Gain tools to communicate effectively across teams, bridging gaps and creating cohesion that enhances overall project success.	Leadership	Leadership	https://bit.ly/3ZUIEqB	https://us02web.zoom.us/j/83561653524?pwd=9Y7IUKeCnx7V9DUZwiib9Lex0zEGtA.1
3	3/6/25	Ethics: Ensuring Integrity and Compliance in Procurement	Ethics	Navigate the nuances of ethical decision-making in procurement. This session offers a framework for maintaining integrity, ensuring transparency, and safeguarding public trust, focusing on compliance and ethical standards that protect both the profession and public resources.	Policy & Legislation	Legal Framework	https://bit.ly/3ZaBrFh	https://us02web.zoom.us/j/88457431435?pwd=zdfczTlvrdGEImEBvu94F4AMtFuUF.1
4	4/3/25	Negotiation Skills: Achieving Optimal Outcomes	Negotiations	Sharpen your negotiation abilities to achieve mutually beneficial outcomes with suppliers. Learn techniques to balance quality and cost, manage supplier dynamics, and foster partnerships that contribute to long-term procurement success.	Sourcing & Solicitation	Sourcing & Solicitation	https://bit.ly/4eCM6wW	https://us02web.zoom.us/j/87848774411?pwd=7wKIZrD7NHyaDhUnBlwauaIWZ0tEik.1
5	5/1/25	Team Dynamics: Building High-Performing, Collaborative Teams	Teamwork	Explore strategies for creating cohesive, high-performing teams within procurement. Discover leadership practices that encourage collaboration, embrace change, and establish a culture of continuous improvement for sustainable team success.	Leadership	Leadership	https://bit.ly/4hUCQaE	https://us02web.zoom.us/j/83703173679?pwd=HkDBllJSUxiapfkbgbaPlUQHPlL00x.1
6	6/5/25	Self-Leadership: Unlocking Personal Potential to Drive Team Success	Self Leadership	Harness the power of self-leadership to drive personal and team achievement. Develop habits of accountability and disciplined decision-making, understanding how these qualities contribute to effective leadership and organizational impact.	Leadership	Leadership	https://bit.ly/3CH86ti	https://us02web.zoom.us/j/81713976741?pwd=VgRFLBomkvOTDXLD3jXbojuORMVvaMJ.1
7	7/3/25	Risk Management: Identifying, Assessing, and Mitigating Risks	Risk Management	Equip yourself with tools for risk identification, assessment, and mitigation. Learn practical approaches to manage procurement risks, ensuring projects remain secure, compliant, and beneficial to public interests.	Planning & Analysis	Procurement Planning & Analysis	https://bit.ly/48TvlXK	https://us02web.zoom.us/j/84291028204?pwd=475DnF5HXaPijqWelj7Depqht5ERd.1
8	8/7/25	Mindfulness and Resilience: Managing Stress in High-Pressure Environments	Mindfulness & Resilience	Develop resilience and mindfulness techniques that can be applied to high-stress procurement environments. This session focuses on mental and emotional well-being, ensuring professionals remain effective and focused under pressure.	Leadership	Leadership	https://bit.ly/3YSm3MC	https://us02web.zoom.us/j/87074479798?pwd=BTTvpreCpFrXbQsO8wtW6eGva6QkPb.1
9	9/4/25	Sustainable Procurement: Aligning Procurement with Environmental and Social Responsibility Goals	Sustainability	Lead the way in sustainable procurement by integrating environmental and social responsibility into purchasing decisions. Learn best practices for aligning procurement activities with sustainability goals that benefit communities and ecosystems.	Strategy	Strategy	https://bit.ly/3AHBZz	https://us02web.zoom.us/j/88172808244?pwd=5YpXEUk8rtzKSOS1Ej14dc2VfbYjfv.1
10	10/2/25	Data-Driven Decision Making: Leveraging Analytics for Better Outcomes	Data-Driven Decisions	Use data as a strategic asset. This session explores analytics, performance metrics, and spend analysis as tools for making informed procurement decisions that enhance value and efficiency across projects.	Planning & Analysis	Procurement Planning & Analysis	https://bit.ly/40T15pK	https://us02web.zoom.us/j/88293887836?pwd=PzuEfrMOihYlPivanVPH5TPT3IVeS3.1
11	11/6/25	Teamwork and Collaboration: Building High-Performing Teams	Teamwork & Collaboration	Delve into methods for fostering teamwork, collaboration, and mutual respect. Discover how creating a culture of cooperation can drive innovation, increase performance, and contribute to organizational success.	Leadership	Leadership	https://bit.ly/4fV1IH7	https://us02web.zoom.us/j/86226085567?pwd=HvpxL6bRlZSpwTpsq87vXlKScXKUE.1

Webinar Program 2025
M. L. Coss and Associates, LLC

#	Date	Webinar Title	Topics	Description	NIGP Competency	UPPCC Competency*	Short Zoom Link	Regular Link
12	12/4/25	Strategic Leadership: Driving Organizational Success	Leadership	Explore advanced leadership strategies, vision-setting, and strategic alignment. Learn how procurement leaders can inspire high-performing teams, align goals with organizational vision, and lead their teams toward lasting impact.	Leadership	Leadership	https://bit.ly/3ALU09w	https://us02web.zoom.us/j/81150303551?pwd=KgDJQWUJSQk2An1zVn14QawcX9v6w.1
Live2Lead 2025 Option								