

Merseyside double header on development

Advice on the subject of marketing a unique product – yourself – was on offer to members at a recent Merseyside double-header event that featured Alex Steel, CIPS recruitment executive, and CIPS chief examiner Neil Fuller.

Steel's career development presentation discussed the best way to plan and research your next move, before explaining how to develop your CV. She said there should be clear definition of purpose, and that the content and structure should be clear.

Fuller had the audience working hard on "The 20 questions every purchasing executive should ask". This set of questions is the "purchasing professional's Holy Grail", he said.

His presentation included questions such as "Do you know exactly how much your organisation is spending externally each year?" and "Do you know how much value your suppliers provide and create for your organisation's success and reputation?".



Neil Fuller and Alex Steel discussed personal development and the 'Holy Grail' of purchasing questions