

CIPS Australia



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## National Essay Competition

### WIN \$2,000\*

**You could win \$2,000 plus an all-expenses paid trip\* to the CIPSA annual conference in Melbourne 17-18th October 2006.**

<b>QLD</b>	What key trends do you see developing in the Australian procurement profession in the next five years?
<b>NSW</b>	Discuss what the procurement profession can learn from the marketing profession.
<b>ACT</b>	What is it about procurement that is so interesting and yet so hard?
<b>VIC/TAS</b>	My best negotiation and why it worked.
<b>SA/NT</b>	Outline the risks that organizations are facing with a shortage of labour in procurement and contract management.
<b>WA</b>	Procurement is becoming more recognized as a "profession". What evidence supports this view and how can it be further fostered and developed over time?

Submit an essay of 500-3,000 words on the question given for your CIPSA region by **30th September 2006** and you could be a regional winner of the CIPSA essay competition and win \$1,000.

Each regional winner will be automatically entered in to a national competition with the chance to win another \$1,000 plus an all-expenses paid trip to the CIPSA annual conference in **Melbourne 17-18th October 2006**.

*With requests for extensions on the essay competition deadline, we have decided to extend the due date to 30th September 2006. Please note that those that have already submitted can withdraw their entry and resubmit before 30th September 2006.*

*\* Subject to terms & conditions detailed overleaf*

**Sponsored By CQU  
and Curtin Business  
School, Perth**



Central Queensland  
UNIVERSITY  
AUSTRALIA

**Curtin**   
University of Technology



## Terms & conditions of entry

- Competition open to members and non-members of CIPSA.
- Closing date for entries **5pm [AEST] 30th September 2006.**
- Entries of more than 3,000 words will be disqualified.
- No minimum word count required, essay length is not a marking criteria if below 3,000 words.
- Entries should be typed in Garamond 12pt type face and 1.5 spaced.
- Entries must include name, address, e-mail address, telephone contact number, job title and employer of each entrant.
- Entrants should also list all tertiary level qualifications held.
- Entries are personal to the individual and not representative of their employer in any way.
- Each CIPSA region will set a different essay question – NT residents are included in CIPSA SA region, TAS residents included in CIPSA VIC region.
- Entrants may enter their essay in either the region in which their main residence or main work location resides.
- All entries from all states shall be judged to a consistent marking scheme, which will consider depth of argument, sources, structure, clarity, summation of topic, elaboration of main issues, insight and management of the discussion.
- Entries may be submitted on e-mail to **info@cipsa.com.au** in MS Word format with **Essay Competition Entry – ‘YOUR REGION’** in the subject field.
- Entries may also be submitted on CD in MS Word format by mail to the CIPSA office but must be received by 5pm EST on the closing date 30th September 2006.
- Entries on hard-copy only will not be accepted.
- No cash alternative prize is offered or is available.
- Winners unable to attend CIPSA annual conference on 17th October 2006 will forfeit non-cash prize.
- Prizes not transferable.
- All expenses paid trip to the CIPSA annual conference for the national winner will include only domestic economy airfare from winners nearest state capital airport, transfers, hotel accommodation for one night in Melbourne at Crown Promenade Hotel, entry ticket to CIPSA annual conference for both days and annual dinner, 24 hour meal plan and \$100 incidental expense allowance. All travel to be booked by CIPSA directly.
- Regional winners are offered 50% discount on one entry ticket to CIPSA annual conference and for annual dinner only. All travel costs will be at their own cost.
- All regional and national winners licence copyright of their entered essay in perpetuity free of charge and exclusively to CIPSA including full distribution and reproduction and editing and reprinting rights globally.
- The winning entries may be published and may be edited by CIPSA into article format for CIPSA and CIPS magazines and/or into booklet format for publication by CIPSA.
- Winners consent to use of their name as a by-line and consent to usage of their image and promotion of themselves as winners in CIPSA magazine Procurement Professional and/or associated booklets.
- Entrants must be Australian residents and must normally reside within Australia
- No personal presentation of winning essays is required.
- All entries must be original work of the entrant with all sources properly and fully acknowledged with a reasonable bibliography listed; any ten consecutive words identical with a source need to be specifically acknowledged.
- Submission of an essay for consideration by the judges means entrants accept these terms & conditions of entry.
- Regional competition to be judged by CIPSA Regional Chair and their delegates.
- National competition to be judged by CIPSA Steering Group and their delegates.
- Arbiter is Managing Director, CIPSA whose decision is final.
- No correspondence will be entered into.
- Employees of CIPS, CIPSA and their relatives and partners excluded from entry.
- Employees of either sponsoring organisations, their relatives and partners excluded from entry.
- Members of CIPSA Steering Group, SG sub-committees and regional committees excluded from entry.
- Regional and national winners will be announced formally at the CIPSA annual dinner on 17th October 2006 and named in the November CIPSA regional newsletters and the next available edition of Procurement Professional magazine after 17th October 2006.
- Promoter is CIPSA, Level 10/520 Collins St Melbourne VIC 3000.
- Law of Victoria applies.