



# Supply Chain Optimisation Management

Shanghai, China 20th-21st Nov 2017

## Learning Goals

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### By the end of this module, participants will be able to

- Turn supply chain management into a competitive advantage
- Create value for all actors across the chain
- Use strategy to manage all type of flows
- Achieving global efficiency by involving the supply chain from suppliers to customers

## Methods and Tools

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- Presentation of supply chain management concepts
- Workshops around examples and cases
- Plenary discussions
- Simulation exercises to demonstrate supply chain dynamics

## Target Group

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- Purchasing Managers who wish to leverage an integrated supply chain strategy.
- Supply chain practitioners who would like to enhance their knowledge of purchasing execution and challenges.
- Experts in fields such as Information Systems, Logistics & Warehousing, Finance, Production, Quality, who wish to develop a greater understanding of how Purchasing and Supply Chain should be integrated to their specific area and processes.
- Sales development people who wish to improve their understanding of the impact of Customers related inputs in the overall efficiency of the Supply Chain and Purchasing

## Duration

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- 2 days

## Training location

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- 26A, No. 895, Yan An Road West, Shanghai, P. R. China, 200050



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## Phase Content

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### Day 1

#### Supply Chain management

- Definitions: Is Supply Chain more than Purchasing?
- From Inputs, Conversion and Outputs to the virtual Supply Chain company

#### Review of Inventory Management notions

- Global environment, modelisation of flows, Business Processes, Stakeholders
- The Forrester effect, the JIT of demand and players
- The Iceberg of inventories: from price to cost, from cost to value
- Ordering optimisation techniques and system integration (EOQ, ERP, VMI, Safety Stock, etc...)
- KPI's, logistics flows, complex supply chain mapping and improvements

#### Implementing Supply Chain oriented negotiations with Suppliers

- Terms & Conditions, advanced parameters of optimisation
- Rights and duties of Supply Chain actors

#### Practical cases and workshops

### Day 2

#### Strategic impact of Supply Chain management

- The life cycle's dynamics: from TTM to TTT, TTV, TTC, TTR?
- Supply Chain maturity levels
- Full process of Supply Chain implementation in a Purchasing environment

#### Tool Box of Supply Chain Optimization management

- Procurement and Planning Structure
- Warehousing and Logistics organisation
- Financial and company-wide targets
- Purchasing impacts
- Negotiation and functional processes
- Communication and influence of internal customers
- Final customers/markets constraints integration

#### Global logistics

- International logistics
- The role of 3PL & 4PL partners
- Incoterms refresher

#### Supply chain excellence

- From CRM and SRM to GRM: Global Relationship Management
- The 6SCORE: tool for global performance measurement and coaching along the Supply Chain

#### Going further...

- Time compression techniques
- Lean and agile supply chains
- Demand planning and forecasting techniques
- Sales & Operations planning

## Credits for

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Purchasing Managers Certification Programme