



## **Materials and Supply Chain Management**

### **5-Day Training Program**

### **INTRODUCTION**

Fierce Competition in today's global markets, the introduction of products and services with shorter and shorter life cycles, and the heightened expectations of customers have forced business enterprises to invest in, and focus on, their supply chains. This, together with continuing advances in communications and transportation techniques, has motivated the continuous evolution of the supply chain and the techniques to manage it. In this Program the Presenter explains concepts, insights, practical tools, and decision support systems important for the effective management of the supply chain.

### **WORKSHOP OBJECTIVES**

The participant will be able to understand the power of supply chain management, and apply the learning's to make his organization more competitive. Business will improve; profits will increase, and will fuel growth.

### **PROGRAM**

#### **Day One**

- ❖ Business Concepts
  - o What is a Supply Chain?
  - o What is Supply Chain Management (SCM)?
  - o The Competitive advantage of SCM
- ❖ Customer Value and SCM
- ❖ SCM in the Global Environment
- ❖ Case Studies - Analysis by participants, presentations, and group discussion.



## Day Two

- ❖ Supplier - Customer Partnerships
- ❖ The Role of Marketing in SCM
- ❖ The Power of Outsourcing in SCM
- ❖ E Sourcing in SCM
- ❖ Case Studies - Analysis by participants, presentations, and group discussion

## Day Three

- ❖ Demand Planning in SCM
- ❖ Manufacturing and Purchasing Lead Time
- ❖ Management Approach – Just in Time (JIT)
- ❖ Capacity
- ❖ Case Studies - Analysis by participants, presentations, and group discussion

## Day Four

- ❖ Production Models in SCM
- ❖ Inventory Management in SCM
- ❖ The Bullwhip Effect
- ❖ Improving Supply Chain Forecasting
- ❖ Case Studies - Analysis by participants, presentations, and group discussion

## Day Five

- ❖ Physical Distribution and the Role of Logistics in the Supply Chain
- ❖ Strategic Alliances in SCM
- ❖ Financial Issues in SCM
- ❖ Performance Measurement - SCOR
- ❖ Case Studies - Analysis by participants, presentations, and group discussion