

Learning Objectives



Provide participants with the basics of Supply chain management.

- Understand an integrated Supply Chain & optimisation techniques
- Understand segmentation of the Supply Chain
- Get familiar with Demand dynamics and managing demand
- Redesign existing supply chains to use fewer assets (Lean management)
- Understand some new and emergent trends.

General information



Audience

- All Purchasing professionals (Buyers, Category Managers,...) willing to understand Supply Chain management
- Beginners in Supply Chain



Prerequisites

- A good command of English or French
- Have the necessary technical equipment to follow online courses.

Modalities



Theoretical e-learning through individual self-paced sessions. This first step has to be considered as the essential pre-work for.



Learning application in online group classes. Participants use actively their knowledge and put into practice in **workshops**, **role-plays**, case studies, presentations and debates.



Graduation

Digital certificate of attendance

Programme of the trainer-led classes



I. Supply Chain Management and their flows

- What is Supply Chain management
- Mapping of Supply Chains (Value chain)
- Workshop: Participants' Mapping their Supply Chains
- What is Integrated SCM and the benefits of an Integrated Supply Chain Management

II. Segmenting a Supply Chain

- Business Model Canvas
- SC Model Canvas
- What are the classical 3 flows (Physical, Informational, Financial) in SCM
- Segmenting a Supply Chain (Agile vs Efficient vs Hybrid)

III. Demand dynamics and redesigning supply chain

- Focus on Demand Management
- Inventory, Safety Stock, EOQ, and Inventory Optimization
- Workshop on Inventory management
- Supply Chain Resilience (Case study)

IV. Trends in supply Chain

- The Global Supply Chain – nuances associated with the flows in a global supply chain
- Case-Study: Moving production. What are the key factors to consider when drastically changing your Supply Chain.
- Trends in Supply Chain

Self-learning



3 e-modules

- **Value Exchange in Negotiation**
Draft the value exchange expected by using the comb..
- **Conceding & Obtaining Value**
Creating value through clever concessions - Aligning the values of exchange between the 2 parties..
- **Offensiveness in Negotiations**
Define your offensiveness on each negotiation point, by comparing its criticality for both parties - See how a BATNA can change your offensiveness..

