

# € TRAINING

Effective Supply Chain Management



24 - 28 November 2024  
Istanbul (Turkey)  
Sheraton Istanbul Levent

# Effective Supply Chain Management

REF: L1326 DATE: 24 - 28 November 2024 Venue: Istanbul (Turkey) - Sheraton Istanbul Levent Fee: 5850 Euro

## Introduction:

The development and implementation of carefully crafted strategies for the acquisition of all materials, goods, equipment, and services have become a critical issue in all organizations wishing to reduce operating costs while improving quality and productivity. This program explores key concepts forming the basis of procurement and supply chain management and moves through leading-edge issues that confront organizations today.

## Course Objectives:

At the end of this course the participants will be able to:

- Review the meaning of strategic procurement
- Be given examples of best practices in procurement and the supply chain
- Review how to obtain the best pricing
- Be taught how to develop spend analysis
- Develop a functional and cross-functional view of the supply chain
- See that better working with all of the supply chain players pays
- Consider Key Performance Indicators KPIs

## Targeted Audience:

- Supply, Buying, Purchase, Logistics, Materials and Supply Chain Professionals
- Those who need to develop their limited understanding of Logistics and Supply Chain Management
- Those who are looking for business gains and benefits from managing their supply chains more effectively

## Course Outlines:

### Unit 1: Seeing Procurement as a Dynamic, Interactive System:

- The System Approach vs. the traditional Functional Approach
- What is the goal of Procurement?
- Developing the Strategic Procurement Plan
- An overview of the procurement process
- Procurement as part of the Supply Chain

### Unit 2: Developing Strategic Procurement Decisions:

- Make/buy decision
- Vertical integration
- Alliances and partnerships
- Inter-company trade
- Reciprocity and countertrade
- Supplier strategy
- The coordination strategy
- The Purchasing organization

### Unit 3: Implementing Tactical Procurement Decisions:

- Supplier involvement
- Value analysis
- Quality Assurance
- Supplier selection
- Supplier rating and ranking
- Contract management
- IT systems and e-Procurement
- Policies and procedures
- Staffing the Procurement Department

### Unit 4: Dealing with Operational Procurement Decisions:

- Selecting the most appropriate ordering process
- Addressing quality issues
- Follow up
- Overdue orders
- Expediting
- The payment process
- Reducing the cost of the procurement: small value purchase orders

### Unit 5: Contingency Procurement Decisions

- The different contingency situations
- Contingency management

### Unit 6: Procurement Performance Measurement

- Spend analysis
- Total cost of ownership
- Supplier performance measurement