

The University of Toledo
College of Business Administration
Executive Center for Global Competitiveness

Introduction to Supply Chain Management

A two-day program packed with information for senior & middle management

September 17 and 18, 2009

Participants who complete this program successfully will receive a certificate of completion from the University of Toledo.

Program Benefits

Application of the tools and techniques learned in this program will result in:

- Reduced inventory in the supply chain and reduced inventory holding costs
- More effective use of critical supply chain resources
- Improved customer service levels
- Quicker throughput and improved turnaround of orders through the supply chain
- Improved ability to manage the three critical supply chain flows of products, information and money
- Lower landed cost of goods and services to end customers
- Use of the supply chain to add value to customers
- All of the above resulting in improved supply chain performance

Program Overview

This short course is designed to provide an overview of and introduction to supply chain management. One of the ways in which companies can grow and prosper is through the use of logistics to add value. In other words there is recognition that companies are usually part of a “pipeline” or supply chain that brings products to the ultimate user.

In its simplest context the supply chain involves a company’s vendors and direct customers. Logistics plays an integral role in the supply chain. Logistics supply chain management is not a single product but a process for meeting the needs of, and adding value.

In this course we define supply chain management, we review the development of the supply chain management concept and we identify the main components of the supply chain. We also review the role of third party logistics firms in the supply chain and we discuss how companies are using the supply chain management approach to create competitive advantage.

Who Should Attend?

Senior and mid level managers involved in the overall management of the supply chain and/or of key elements of the supply chain. This includes managing directors/presidents, business development managers/directors, procurement managers/directors, logistics managers/directors, marketing managers/directors, management consultants, and industrial engineering managers/directors.

About the Instructors



Lew Roberts

Lew is President and founder of L Roberts & Associates Inc., a USA based firm which provides a wide range of professional consulting and management development services, aimed at improving business performance, with an emphasis on the field of supply chain management. His consulting and management development career over the past 19 years has included working with Ryder, UPS, Caliber Logistics, Exel, Owens Corning, Coca-Cola, Georgia-Pacific, Baxter, De Beers, Mercedes Benz, Nissan, and many other major firms worldwide.

Lew has spoken at many conferences and universities, in his chosen field, including the Colorado School of Mines (at the invitation of Professor Gene Woolsey), Cleveland State University, The University of Toledo and the University of Pretoria. In addition, Lew has written many articles on the subject of business performance improvement and supply chain management. Lew has also lectured at the Georgia Institute of Technology in the USA on the Executive Masters in International Logistics (EMIL) Program and at The National University of Singapore on “Developing a World Class Supply Chain Management Strategy”.

Lew is co-author of a forthcoming book titled “Supply Chain Risk and Global Supply Management: Best Practices, Concepts and Strategies” which will be published in 2009.

James Pope Ph.D.



Dr. Pope has a Ph.D. in Business Administration from the University of North Carolina, Chapel Hill. Dr. Pope has taught extensively throughout the USA and overseas in the field of operations and supply chain management. He has been published extensively and has written articles for several journals and business publications in these disciplines.

Dr. Pope has also consulted to many firms in both the private and public sector. His operations and supply chain management consulting experience includes assignments in the fields of outsourcing, inventory control, evaluation of inventory management systems, scheduling, total quality management, operations analysis, simulation of scheduling and inventory systems, and implementation of closed loop manufacturing systems.

Program Agenda

The information and content-packed program will cover the important elements and issues in supply chain management. Several case studies are incorporated in the program and used throughout the two-day seminar.

Note: Participants are requested to bring a scientific calculator to class.

The following highlights the key areas to be covered:

- What is supply chain management and the development and evolution of supply chain management
- Why companies find a supply chain perspective important to improving their competitive position
- Definition of supply chain management including the three flows of products, information and money
- The objectives of effective supply chains
- The various tradeoffs that exist within the supply chain (including e.g. the tradeoff between inventory holding costs and the cost of transportation, etc.).
- The benefits that can accrue from implementing supply chain practices
- Challenges and issues that face organizations in developing and implementing supply chain strategies
- The major change drivers occurring in the global marketplace and the affect these changes are having on supply chain management

Delivery Model

Delivery consists of half lectures and half class working on cases, activities and problems.

About ECGC

The **Executive Center for Global Competitiveness** is a proud sponsor of the *Introduction to Supply Chain Management Certificate Program*. Operating under UT's College of Business Administration, the Executive Center for Global Competitiveness partners with business and industry in a consultative nature on their competitive issues to increase their productivity, performance, and ROI. If you are interested in working with us or in having a customized version of this course provided to your organization, please give us a call.

Program Contact Details

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REGISTRATION INFORMATION
Introduction to Supply Chain Management

Phone: Call 419-724-2592.
Fax: Fax the completed registration form to 419-724-2593.
Mail: Mail the completed registration form and check, P.O., or credit card information to:

The University of Toledo
Executive Center for Global Competitiveness
3539 Glendale Avenue, MS-1176, Toledo, OH 43614

Name _____ Title _____

Organization _____

Address _____

City _____ State _____ Zip Code _____

Home phone _____ Business phone _____ Cell phone _____

Fax number _____ Email _____

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- Course Investment: \$1,400
 - Groups of 3 or more (4th person is free): \$1,195
 - **Registration Deadline:** **Aug. 24, 2009**
 - Late registration (after Aug. 24, 2009) \$1,450
 - Groups of 3 or more (4th person is free): \$1,245
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Method of Payment

- Check enclosed for \$_____. (Make checks payable to: **The University of Toledo**)
- P.O. # _____ (Copy of P.O. required)
- Credit Card: Visa MasterCard

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***Cancellation/Refund Policy:** Cancellations not made 5 business days prior to the first day of class will be subject to a \$75 processing fee. There will be no refunds after the first class session. The University of Toledo reserves the right to cancel if the required minimum enrollment is not met. If UT cancels, 100% of fee will be refunded.