

## INTRODUCTION TO SUPPLY CHAIN MANAGEMENT

**Non-Credit Bearing** 

## WHO SHOULD ATTEND

Management Personnel including Sales & Marketing, Master Schedulers, Planners, Buyers, Supply Chain, Logistics, Materials Management

## **HOW YOU WILL BENEFIT**

This interactive session will provide an overview and background knowledge of the essential principles and concepts of Supply Chain Management and will create awareness of the challenges and hurdles that impact on Supply Chain Performance.

## WHAT WILL BE COVERED

- What is Supply Chain Management
  - o Identifying the Supply Chain; Key Processes within the Supply Chain; Creating Value through Supply Chain Management; Supply Chain Performance Metrics.
- The Role of Demand Planning;
  - o Supply Chain Dynamics; Forecasting Principles; Qualitative & Quantitative Forecasting;
  - o Measuring the Forecast; The Role of Marketing
- Demand to Supply the Conversion Process:
  - Sales & Ops Planning; Master Production Scheduling (MPS); Materials Requirements Planning;
  - Production Activity Control (PAC)
- Finished Goods Management;
  - Independent Demand Ordering Systems; Customer Service Levels; Safety Stock;
    Distribution
  - o Replenishment Systems
- Supplier Relationship Management:
  - Benefits of Strategic Sourcing; Strategic Relationships; Alliances; Creating Successful Relationships;
  - o Enhancing Supplier Performance
- Elimination of Waste in the Supply Chain;
  - o Just In Time (JIT); TQM; Lean

