হিসনুল মুসলিম দোআ: [৩৪.২] দুঃখ ও দুশ্চিন্তার সময় পড়ার দো‘আ #২

اللَّهُمَّ إِنِّي أَعُوذُ بِكَ مِنَ الْهَمِّ وَالْحَزَنِ، وَالْعَجْزِ وَالْكَسَلِ، وَالْبُخْلِ وَالْجُبْنِ، وَضَلَعِ الدَّيْنِ وَغَلَبَةِ الرِّجَالِ

আল্লা-হুম্মা ইন্নি আ‘ঊযু বিকা মিনাল হাম্মি ওয়াল হাযানি, ওয়াল ‘আজযি ওয়াল কাসালি, ওয়াল বুখলি ওয়াল জুবনি, ওয়া দালা‘ইদ দ্বাইনে ওয়া গালাবাতির রিজা-লি

আল্লাহুম্মা ইন্নি আউযুবিকা মিনাল হাম্মে ওয়াল হাজনী ওআউযুবিকা মিনাল আজযি ওয়াল কাসলি,ওআউযুবিকা মিনাল জুবনি ওআল বুখলি, ওআউযুবিকা মিন গালাবাতিরদাঈন ওকাহহের রিজাল।

বুখারী, ৭/১৫৮, নং ২৮৯৩; আরও দেখুন, বুখারী, (ফাতহুল বারীসহ) ১১/১৭৩; আরও দেখুন যা ৪১.২ নং দুআ এ বর্ণিত হবে।

اللهم اني أعوذ بك من الهم والحزن واعوذ بك من العجز।والكسل واعوذ بك من الجبن والبخل واعوذ بك من غلبت الدين وقهر الرجال

হে আল্লাহ! নিশ্চয় আমি আপনার আশ্রয় নিচ্ছি দুশ্চিন্তা ও দুঃখ থেকে, অপারগতা ও অলসতা থেকে, কৃপণতা ও ভীরুতা থেকে, ঋণের ভার ও মানুষদের দমন-পীড়ন থেকে।

**Introduction**

Inventory, Transportation, Warehousing, Packaging and Distribution Management course is designed and articulated to sharpen participant’s knowledge and skills in managing Inventory ,Warehousing ,Transportation and Distribution Management efficiently and successfully .Moreover after completion of this course participant can find out GAP that ensures the best value of money invested by the individuals or organizations.  
Inventories are materials and supplies that a business or institution carry either for sale or to provide inputs or supplies to the production process. All businesses and institutions require inventories. Often, they are a substantial part of total assets. Financially, inventories are very important to manufacturing companies. On the balance sheet, they usually represent from 20% to 60% of total assets. Inventory Management ties up capital, requires handling, uses storage space, deteriorates, sometimes becomes obsolete, requires insurance, incurs taxes, can be stolen or gets lost.   
The role of warehousing and storage has changed drastically as customer and vendor compliance issues have come to surface and a greater emphasis has been placed on operations and customer satisfaction. There are more demands and expectations in today’s industry. The management of warehousing operations requires a unique combination of engineering, IT, human resources and supply chain skills. Warehousing may occur at several points in the supply chain & is one of the main drivers of cost and value.

**Objective**  
Explain the basic concept of Inventory, Warehousing, Transportation and Distribution Management

It aims to provide participants foundational and advanced knowledge on how to tackle, resolve, and manage myriad complex problems and issues that confront of Inventory , Warehousing ,Transportation and Distribution Management  
The purpose of the course is to find out GAP in right Inventory ,Warehousing ,Transportation and Distribution Management that ensures the best value of money thus efficiency can be obtained.

Supply the products and services to the right places in right time and satisfy the customer 

**Methodology**

Lecture & discussion, Power Point Presentation, Peer learning, Group work and presentation, Experience sharing, Role play, Buzz and simulation games, Case study exercises, Video clip

**Contents of Training:**

Companies today are challenged to streamline their logistics management processes to maximize efficiencies, customer satisfaction and profit margins. Transport or transportation is the movement of people, animals and goods from one location to another. Modes of transport include air, rail, road, water, cable, pipeline, and space. Transport is important since it enables trade between people, which in turn establishes civilizations. Vehicles traveling on these networks may include automobiles, bicycles, buses, trains, trucks, people, helicopters, and aircraft.   
  
Packaging is usually the supplier’s responsibility but the buyer can influence how it is done! Remember that weak packing will result in losses & damage but too strong packing will be unnecessarily expensive.

The management of resources and processes used to deliver a product from a production location to the point-of-sale, including storage at warehousing locations or delivery to retail distribution points. Distribution management also includes determination of optimal quantities of a product for delivery to particular warehouses or points-of-sale in order to achieve the most efficient delivery to customers. 

Inventory and Material Management

Inventory management / Material Management

**Stages of Inventory:**

Inventory in manufacturing companies generally cycles through four distinct stages: raw materials, work-in-process, finished goods and the cost of goods sold.

**Types of Inventory:**

Generally, inventory types can be grouped into four classifications: raw material, work-in-process, finished goods, and MRO () goods. maintenance, repair, operations items  
  
  
  
Financial implications of holding inventory:

* The cost of money "tied up" in stock
* Fixed storage costs
* Variable storage costs
* Inventory management costs
* Stock deterioration, loss and obsolescence

**How much inventory to hold (Pipe Line Model)**

Your small business should hold enough inventory to cover your customer demand, but not too much that the cost of that inventory financially [cripples your small business](https://www.thebalancesmb.com/i-inherited-a-supply-chain-grease-fire-now-what-2221290).

### **Customer Demand Management**

Customers typically give you an idea of what they want using one of two tools: orders and forecasts.

The good news about orders is that they come with some level of financial obligation from your customer to you. The bad news is that Some customers may not care that they have a financial obligation to you and will try to cancel or change orders. And that's because your customer, just like you, has some hotshot supply chain pro who is trying to figure out how to optimize inventory. And sometimes that means changing orders that you've already placed, which can mean:

* Increasing an order
* Decreasing an order
* Pulling in an order (i.e. expediting)
* Delaying an order
* Canceling an order

And so Customer Demand Management isn't as simple as taking your customer's orders and fulfilling them.

Factors Affecting Inventory Policy

Financial Factors

Suppliers Successful businesses require reliable suppliers in order to plan spending and arrange production

**Lead time** is the time it takes from the moment an item is ordered to the moment it arrives

Product Type Inventory management must take into consideration the different types of products in stock

Management: Ultimately, responsibility for managing your business’ inventory sits with you and any co-owner

External Factors: economic downturns may occur

Signs of Trouble in Inventory Management

* Customer theft. Customer theft is a major cause of poor inventory control. ...
* Employee theft. Inventory losses can be caused by internal employee theft. ...
* Policy. Unclear policies and disorganized accounting operations can lead to poor inventory control. ...
* Overnight security. ...
* Point of sale.

Reasons for keeping inventory   
The role of the Inventory Manager

**Inventory managers** have a number of **responsibilities** – many of which require daily monitoring and evaluation. ... In addition, **inventory managers** are responsible for interviewing and hiring employees, creating schedules, monitoring stock levels at the warehouse and knowing when to replenish stock

Inventory Operations

**Pareto principle as known 80/20 rule:**

for many events, roughly 80% of the effects come from 20% of the causes. It is an axiom of business management that "80% of sales come from 20% of clients".

[Lowell Arthur](https://en.wikipedia.org/w/index.php?title=Lowell_Arthur&action=edit&redlink=1) expressed that "20 percent of the code has 80 percent of the errors. Find them, fix them!" It was also discovered that in general the 80% of a certain piece of software can be written in 20% of the total allocated time. Conversely, the hardest 20% of the code takes 80% of the time.

Balance Sheet:

<https://www.thebalancesmb.com/balance-sheet-definition-2946947>

### **Sample Balance Sheet**

**COMPANY NAME  
BALANCE SHEET as at \_\_\_\_\_\_\_\_\_\_ (Date)**

|  |  |  |  |
| --- | --- | --- | --- |
| **ASSETS** | $ | **LIABILITIES** | $ |
| **Current Assets:** |  | **Current Liabilities:** |  |
| Cash in Bank | $18,500.00 | Accounts Payable | $4,800.00 |
| Petty Cash | $500.00 | Wages Payable | $14,300.00 |
| Net Cash | $19,000.00 | Office Rent | — |
| Inventory | $25,400.00 | Utilities | $430.00 |
| Accounts Receivable | $5,300.00 | Federal Income Tax Payable | $2,600.00 |
| Prepaid Insurance | $5,500.00 | Overdrafts | — |
| **Total Current Assets** | **$55,200.00** | Customer Deposits | $900.00 |
|  |  | Pension Payable | $720.00 |
| **Fixed Assets:** |  | Union Dues Payable | — |
| Land | $150,000.00 | Medical Payable | $1,200.00 |
| Buildings | $330,000.00 | Sales Tax Payable |  |
| Less Depreciation | $50,000.00 | **Total Current Liabilities** | **$24,950.00** |
| **Net Land & Buildings** | **$430,000.00** |  |  |
|  |  | **Long-Term Liabilities:** |  |
| Equipment | $68,000.00 | Long-Term Loans | $40,000.00 |
| Less Depreciation | $35,000.00 | Mortgage | $155,000.00 |
| **Net Equipment** | **$33,000.00** | **Total Long-Term Liabilities** | **$195,000.00** |
|  |  |  |  |
|  |  | **TOTAL LIABILITIES** | **$219,950.00** |
|  |  |  |  |
|  |  | **Owners' Equity:** |  |
|  |  | Common Stock | $120,000.00 |
|  |  | Owner - Draws | $50,000.00 |
|  |  | Retained Earnings | $128,250.00 |
|  |  | **Total Owners' Equity:** | **$298,250.00** |
|  |  |  |  |
| **TOTAL ASSETS** | **$518,200.00** | **LIABILITIES AND EQUITY** | **$518,200.00** |

The Supply Positioning Model: Approaches to managing stock   
Inventory Categorization (ABC Analysis based on 80/ 20 rule)   
Six Steps to variety reduction   
The necessity of stocktaking and Methods and Accuracy of Stocktaking   
How do we value Inventory and its costing?   
Costing Method(FIFO,LIFO,AVERAGE COSTING,STANDARD COSTING,REPLACEMENT COSTING )

Under the 'Average Cost Method', it is assumed that the cost of inventory is based on the average cost of the goods available for sale during the period.

The average cost is computed by dividing the total cost of goods available for sale by the total units available for sale. This gives a weighted-average unit cost that is applied to the units in the ending inventory.

**Standard costing is** an accounting system used by some manufacturers to identify the differences or variances between: The actual **costs** of the goods that were produced, and. The **costs** that should have occurred for the actual goods produced.

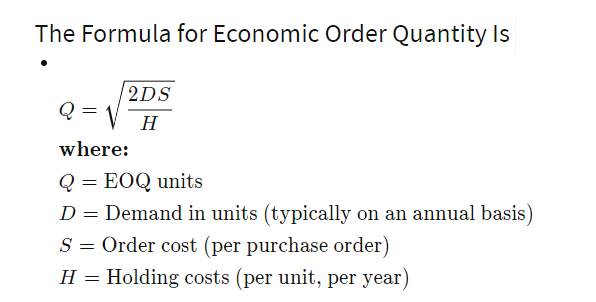
Standard Costing Example. Here is a **simple** standard costing example. Let's take a company that makes widgets. Based on historical data, a cost analyst determines that producing one widget typically requires 1 pound of raw material costing $2 dollars and 1 hour of **labor** costing $20 dollars

The term **replacement cost** or **replacement** value refers to the amount that an entity would have to pay to **replace** an asset at the present time, according to its current worth. In the insurance industry, "**replacement cost**" or "**replacement cost** value" is one of several method of determining the value of an insured item.

COGS   
EOQ model and Calculation of EOQ

### KEY TAKEAWAYS

* The EOQ is a company's optimal order quantity that minimizes its total costs related to ordering, receiving and holding the inventory.
* The EOQ formula is best used in situations where demand, ordering, and holding costs remain constant over time.

  
Danger level of materials or inventory stock and its calculation   
Re-order level or ordering point or ordering level and its calculation   
JIT Inventory Management(JUST IN TIME )   
Cases when JIT does NOT work   
Monitoring inventory movements   
Inventory coding systems   
Requirement Planning in Supply Chain   
MRP ,MRPII   
Forecasting Techniques /Methods   
Getting started on measuring inventory and performance(Six steps towards an initial evaluation)   
Learning Check  
**Transportation Management:**  
Meaning of Logistics   
Logistics Drivers(Inventory, Transportation, Warehousing)   
Practical management of Supply of materials   
3PL Logistics   
4 PL Logistics   
Responsibilities of logistics manager   
Transportation Management   
Choosing the most appropriate mode of transport   
Air Transportation and its documentation   
Sea Transportation and its documentation   
Road and other transportation and its documentation   
Inter Modal, Multi Modal, Uni Modal Transport   
Traditional role of a freight forwarders   
Sample of an analysis of the alternative transport   
Cross Docking   
Learning Check   
Warehousing Management:  
Warehousing   
Factors influences in warehousing design   
WMS(Warehouse management System)   
Warehouse Location   
Types of warehouse   
Ware housing costing method   
Principle of efficient material handling in the warehouse   
Main Goals of warehouse management operation   
Warehouse efficiency and inventory health   
Learning Check   
Packaging Management:  
Packaging   
Packaging Instructions   
Commonly used packaging material   
Reverse Marketing and Supplier Development Program 

Distribution Management:  
Difference between Channel distribution and Physical distribution   
Storage at Production warehouse and distribution to depot   
Storage at Depot and distribution to next point   
Storage at CDC and distribution to next point   
Storage to POS and retail distribution   
Necessary safety ,security and Risk Management in POD(Point of Distribution)and POS (Point of sales)   
Reverse Logistics   
CRM and Customer Feedback   
Order Fulfillment   
CASES, EXCERCISES, VIDEO, GAME, ROLE PLAY   
WRAP UP & CLOSING CEREMONY