



Purchasing, Logistics and Supply Chain Management

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BTS

Training & Consultancy

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Purchasing, Logistics and Supply Chain Management

Course Introduction:

Eliminating functional silos is an imperative if organizations are to achieve the high levels of customer satisfaction and reduced cost demanded of the supply chain.

Eliminating these silos requires creative integration of critical functions that react with both suppliers and customers.

The good news is that technology is an “enabler” that is helping the functions involved in supply chain management respond to those new demands.

This program is designed to provide the processes and tools for purchasing, logistics and supply chain activities to integrate their methods with suppliers and leverage technology to meet the needs of the organization.

Participants will also experience case studies and real-life examples in order to understand how to respond to executive mandates regarding purchasing and supply chain management, and more.

Course Objectives:

Participants attending the training seminar will:

- Review the meaning of strategic purchasing and supply chain management
- Understand the challenges of managing logistics.
- Be given examples of best practices in purchasing and supply chain management
- Review how to obtain best pricing
- Develop a customer-focused orientation in managing logistics.
- 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 (KPI's)

Who should attend?

This course is designed to:

- All involved in supply chain management within their organizations.
- Purchasing professionals
- Those with an involvement in supplier relationships
- Those whose role involves negotiation with outside agencies

Course Outline:

Fundamentals of Supply Chain Management

- Understanding the basic principles of supply chain management
- Identify the main elements of supply chain
- Identify the main market factors and their impact on supply chain

Logistics – Concepts and Frame Work

- What is logistics
- Logistics management objectives
- Importance of logistics system in supporting other organization's activities
- The logistics components
- Case Study

Managing the Supply Chain

- Benefits of successfully managing a supply chain
- Distinguish between strategic or operational strategy statements of an organization
- Management objectives used to synchronize a supply chain
- Types of information technology and their primary function within a supply chain
- Case Study

Purchasing is the gateway to supply chain:

- Purchasing and material management and their role in the supply chain
- Strategic and operational purchasing processes
- Supplier relationship management and collaboration in the supply chain

- Information flow and financial flow in purchasing processes – advanced optimization tools used
- Managing uncertain risks of customer markets and their impact on demand and supply along multiple stages of the supply chain

Cost-reduction approaches:

- Five basic tools that deliver savings and how to use them

Buyer Roles and Responsibilities:

- Duties of an Efficient Buyer
- Purchasing Strategies
- Making the Internal Process Faster
- Reducing Total Cycle Time
- Raising a Purchase Order
- Understanding roles, responsibilities, rules and requirements
- Working with others within the organization to enhance effectiveness
- Defining core competences and means of developing them
- Focusing on value-adding activities
- Measuring success

Workshop:

- Participants will be requested to design action plan in how to implement the lessons learned from the training to improve their work performance and company performance as well.

Training Methodology:

The platform used either Zoom or Webex or others will access users' devices cameras and microphones to allow them to interact, ask questions, and conduct themselves.

Instructor will let participants know it will be interactive class to keep them engaged in the training and to make the training more fun and enjoyable

The advantage of online courses is to build cognitive skills to participants; those skills are learned better “by doing”, hence Instructor will utilize a variety of proven adult online learning techniques to ensure maximum understanding,

comprehension and retention of the information presented. This includes attractive power point presentation, open discussions, real-world challenges and solutions, examples, exercises, relevant learning videos, multiple choice questions, case studies, in addition to an extensive course manual.

Instructor will help the group establish ground rules at the beginning of the class,

Below are the tools Instructor is using within the online sessions to ensure the utmost benefits to participants.

Tool	Use
Poll	<i>Ask challenging questions</i>
Chat	<i>Encourage dialogue</i>
Raise Hand	<i>Ask yes/no or agree/disagree questions</i>
Screen sharing	<i>Share software programs or websites with participants</i>
Material distribution	<i>Offer handouts and other paper-based resources</i>
Tests	<i>Check for knowledge transfer and comprehension</i>
Audio	<i>Allow verbal responses from participants and encourage open dialogue</i>

Course Fees: USD 1,800

Course Date: 19-21 July 2020 (Confirmed).