

FREE TAKEAWAY!!

- Free International Purchasing and Supply Chain Management Institute (IPSCMI) VIP Membership
- **The benefits delegates will gain through this membership include:**
 - ✓ Increase in personal professionalism, quality, knowledge and skill
 - ✓ Receiving free periodic mailings of recent developed materials, articles and news reports

Organized by



Certified International Supply Chain Manager (CISCM)

28 - 30 November 2018 | JW Marriott Hotel, Kuala Lumpur, Malaysia

COURSE FACILITATOR:

Dr. LeRoy H. Graw
President and CEO
International Purchasing and Supply Chain Management Institute (IPSCMI)

Award & Qualifications:

- National Contract Management Association (NCMA) Educator of the Year Award
- Who's Who in America and the World

Author of the following:

- Service Purchasing
- Cost and Price Analysis: What Every Buyer Should Know
- Commercial Contracting, Otherwise Known as Purchasing
- Handbook of International Business Negotiation
- Certification Programs in International Purchasing Management and International Supply Chain Management

Co-author of the following:

- Previous edition of the Certified Purchasing Manager Study Guide
- The Certified Purchasing Manager Diagnostic Examination
- The National Association of Purchasing Management Glossary of Key Purchasing Terms

BENEFITS OF ATTENDING

- *Understand contemporary international logistics and supply chain management. The increasing integration of all functions of the firm requires that logistics and supply chain professionals must be aware of the impact that logistical decision-making has on other elements of the firm's strategic goals and objectives. In addition, the current logistics and supply chain professional must have an awareness of the changes in and increased use of technology, emphasis on strategic planning, and supply chain integration as a competitive imperative*
- *Understand the basic elements of the logistics function. This includes the areas pertaining to the delivery of customer value, including the management of transportation, inventory flows, purchasing (both domestic and international), supply management, and warehouse management*
- *Appreciate a broader perspective of the importance of network design, the financial impact of logistical decision making, and the relationship development and management needed for effective 3rd party logistics partnerships*
- *Apply technology and information systems to provide the basis for firm- and supply chain-wide integration and cooperation is necessary for successful operations. The candidate must be aware of the implications for improving logistical operations, intra, and inter-firm coordination, and increasing customer value afforded by the use of appropriately designed and integrated information systems*
- *Understand the relationship of firm-level logistics with the broader perspective of the supply chain. It is important that the candidate have a broader perspective than that of the firm. This requires an understanding of the impact that firm-level logistics management decisions have on the operating efficiency of the supply chain itself*
- *Obtain knowledge and manifest skills and abilities in design and management of the firm's inbound (materials management) and outbound (distribution) flow of physical goods and related information. Often studied and managed as two distinct components, the trend is now to take advantage of trade-offs and other economies that are available in the individual legs of materials management and distribution. True efficiencies and corporate strategic advantages are not gained until both are fully integrated into one single logistics system*
- *Obtain knowledge, skill, and ability in logistics and supply chain management and planning tasks in depth, and profess an integrative perspective on logistics and supply chain. Since the field continues to evolve through organizational change, adoption of greater responsibilities, and application of new concepts, the candidate should generally be prepared for many questions which call for the development of proposals and supporting arguments dealing with such changes. A truly effective logistics or supply chain professional not only knows what changes need to be implemented, but also is persuasive in gaining top management approval of such changes*
- *Understand transportation economics, which is fundamental to sound transportation management decision-making by both users and providers. They must possess knowledge, skill, and ability in three primary areas of emphasis: (1) application of demand, cost, and pricing principles to transportation; (2) the operating, service and financial characteristics of the various modes and types of transportation; and (3) managerial issues in transportation*
- *Obtain familiarity with the logistics and supply chain processes required in moving goods and people across international boundaries, the transportation modes used in such movement, and current logistics issues in the global environment. The objective will be accomplished through systematic study of components of international logistics systems, including: the ocean shipping industry, international air transportation, seaports and airports, other participants in international logistics, laws and regulations, situational factors, and policy issues*
- *Obtain knowledge, skill, and ability in the processes and professional players required in the importing and exporting of goods, and with current problems and issues in international transportation and logistics*

As there are a lot of materials, trainer requires delegates to bring their own laptop to access power point slides and notes. No hard copies will be given for this course.

* Each Certification is valid for 5 years

ABOUT THE INTERNATIONAL PURCHASING AND SUPPLY CHAIN MANAGEMENT INSTITUTE (IPSCMI)

IPSCMI is a prestigious professional institute offering purchasing and supply chain management certifications throughout the world in all modes of instruction, including conventional public seminars, online courses, in-house seminars and other distance learning modes.

IPSCMI's purchasing and supply chain management courses and programs are provided around the world by a complete network of alliance partners which contract with IPSCMI for collaboration in conducting the IPSCMI programs. More than 60,000 professionals from 42 countries worldwide have been certified by IPSCMI so far.

BENEFITS OF CERTIFICATION

Professional certification offers individuals a wide range of important benefits. The certification designation demonstrates to current and potential employers that the employee possesses a solid foundation of experience and education in a field of endeavor that can have a positive impact on bottom-line results. Certification symbolizes knowledge and accomplishment and is highly regarded by colleagues and employers. As a certified professional, the employee can proudly join a successful group of professionals who are enriching and advancing their careers and their chosen professions. Specific benefits include the following:

Professionalism -- Certification indicates a high level of professionalism to both coworkers and customers, increasing one's value in the market place.

Leadership -- Certification signifies an employee as dedicated to continuous improvement of himself/herself.

Recognition -- Only a small fraction of professionals ever achieve certification, indicating that they are a leading professional in their fields.

Knowledge -- Certification will improve one's understanding of the most current processes and trends in one's profession.

Ethical Behavior—Individuals who become certified must subscribe to a rigorous code of ethics appropriate to the specific profession.

WHO SHOULD ATTEND:

This program is uniquely designed and will be of particular benefit to Chief Executive Officers, Chief Financial Officers, Chief Operating Officers and Chief Sourcing Officers, Directors, Heads, Vice Presidents and Senior Managers of the following departments:

- ✓ Procurement
- ✓ Purchasing
- ✓ Supplier Enablement
- ✓ Commodities
- ✓ Supply Assurance
- ✓ Production/Strategic Sourcing
- ✓ Inventory
- ✓ Business
- ✓ Supply Chain
- ✓ Logistics
- ✓ Manufacturing
- ✓ Worldwide Engineering
- ✓ Materials
- ✓ Operations
- ✓ Finance
- ✓ Buyers

as well as any other managers with responsibilities for developing strategies and managing the supply chain from capital projects through manufacturing, marketing and customer services as well as those covering sourcing, systems, finance and distributions within a company or an organization.

ISO 9001

The Certification programs of the International Purchasing and Supply Chain Management Institute (IPSCMI) of Lewes, Delaware have been verified and determined to meet all the Quality Management System (QMS) requirements of International Organization for Standardization (ISO) Standard 9001, to include the Quality Management requirements, requirements for Quality Systems Administration, requirements for Process/Product Operations, and requirements for Quality Control.

program schedule

08:30	Registration
09:00	Morning Session Begins
10:40 - 11:00	Refreshments & Networking Break
12:45	Luncheon
14:00	Afternoon Session begins
15:30 - 15:50	Refreshments & Networking Break
17:00	Course Ends

Day 1

Module 1: Introduction to Logistics and Supply Chain Management

- ◆ Development of Supply Chain Management in leading corporations
- ◆ Importance and role of Supply Chain Management among private and public organizations
- ◆ Contributions of a supply chain approach to organizational efficiency and effectiveness
- ◆ Analyze the benefits that can accrue from implementing effective supply chain practices
- ◆ Major challenges and issues facing organizations developing and implementing supply chain strategies
- ◆ Major change drivers in our economy and in the global marketplace
- ◆ Various types of supply chains and the comparative benefits and deficiencies of each

Module 2: Physical Distribution Management and Supply Chain Planning

- ◆ Critical importance of outbound-to-customer logistics systems and the components of those systems
- ◆ Growing need for effective Demand Management and Supply Chain Planning
- ◆ Forecasting and Demand Management:
 - Types of forecasts that may be needed
 - Collaboration among trading partners
- ◆ Effective Order Management:
 - Identify the key steps in the order fulfillment process
 - How to create value for a firm and its customers
- ◆ Customer service:
 - Understand its importance to logistics and supply chain management
- ◆ Difference between logistics and marketing channels
- ◆ Alternative channels of distribution
- ◆ Customer Relationship Management:
 - Various aspects of CRM
 - How CRM can increase customer satisfaction

Module 3: Purchasing/Procurement of Goods and Services

- ◆ Role and nature of purchasing/procurement management in a supply chain context
- ◆ Different types of inbound systems
- ◆ Major materials management activities
- ◆ Purchasing/procurement process
- ◆ Risk/value technique for determining purchased item importance
- ◆ Four steps necessary for effective purchasing/procurement
- ◆ Criteria for evaluating suppliers
- ◆ Role of E-commerce in the procurement process
- ◆ International Purchasing and Sourcing process
- ◆ Appropriate Techniques for International Purchasing and Sourcing
- ◆ Preparation of the contract with the Offshore Supplier
- ◆ List documentation required
- ◆ Key clauses for the contract with the Offshore Supplier
- ◆ Dispute settlement provisions for the contract with the Offshore Supplier
- ◆ Recommended methods of payment
- ◆ Protect the purchase from foreign currency exposure

Day 2

Module 4: Transportation (Incoming and Outgoing)

- ◆ Domestic and global transportation and logistics
- ◆ Increase in global business activity
- ◆ Global company
- ◆ Porter's dynamic diamond theory of global competitive advantage

- ◆ Critical changes affecting global transportation and logistics
- ◆ Effect of the changing legal and political environment in Europe, Asia, North America, South America
- ◆ Major transportation systems available for global logistics.
- ◆ Distinguish among:
 - Global logistics intermediaries
 - Freight forwarders
 - Customs house brokers
 - Non-vessel operating common carriers
 - Export management companies

Module 5: Inventory Management and Warehousing

- ◆ Fundamental purpose of maintaining inventory
- ◆ Benefits and costs of inventory
- ◆ Tradeoffs present among:
 - Inventory
 - Customer Service
 - Other functional costs in logistics
- ◆ Rationing Methods and Inventory Performance Measurement
- ◆ Major reasons for carrying inventory.
- ◆ Role of inventory to major functional areas in the company.
- ◆ Inventory-Related Costs:
 - Major types of inventory-related costs
 - Their relationships to inventory decisions
- ◆ Inventory Items (Stock-Keeping Units):
 - How inventory items (stock-keeping units) can be designed
 - Maximize the efficiency of managing inventory
- ◆ Explain how inventory items (stock-keeping units) can be designed to maximize the efficiency of managing inventory
- ◆ Importance and value of Inventory Visibility to increasing supply chain effectiveness
- ◆ Evaluate effectiveness of Inventory Management techniques

Module 6: Production Planning and Scheduling

- ◆ Importance of a Production Planning and Control System
- ◆ How to use a planning and control system to effect efficient and effective production/maintenance/repair

Day 3

Module 7: ERP, CRM, and SRM Systems, TQM Systems, and 3rd Party Logistics

- ◆ Business Process Automation
- ◆ CRM, Customer Relationship Management systems
- ◆ ERP, Enterprise Resource Planning systems
- ◆ SRM, Supplier Relationship Management systems
- ◆ Goals and benefits of third-party logistics.
- ◆ How fourth-party logistics is different from third-party logistics
- ◆ Total Quality Management systems:
 - Improve product, service, and process quality
 - List several Total Quality Management systems

REVIEW OF BODY OF KNOWLEDGE, PREPARATION FOR CISC M, AND CONDUCT OF CISC M EXAM

- Review of CISC M Body of Knowledge
- Exam Taking Tips
- Student CISC M Examination

Dr. LeRoy H. Graw has an international reputation as a purchasing and supply chain manager, trainer and consultant. He has more than 40 years of purchasing practitioner experience, including more than 24 years of experience in the public sector and more than 16 years of experience in the private sector. His 24 years of public sector experience includes 18 years as a senior level Procurement and Contracts Manager and 6 years as a senior level Contracts Manager for Federal Contractors/Suppliers. His 16 years of experience in the private sector include positions as Purchasing Manager, Materials Manager and Supply Chain/Logistics

Manager. He has held positions with or reviewed the purchasing systems of 13 different "Fortune 500" companies.

He has also served as a National Officer with the Federal Acquisition Regulation and Subcontracts Buyers Group of the National Association of Purchasing Management/Institute of Supply Management. He is the former President and National Director, San Gabriel Chapter, National Contract Management Association and formerly served as a member of the Certified Purchasing

Manager Examination Item Writing Committee with the National Association of Purchasing Management/Institute of Supply Management (ISM).

He was awarded the National Contract Management Association "Educator of the Year" award in 1998. He is also published in Who's Who in the West, Who's Who in America and Who's Who in the World. He is considered by many to be the "Best Purchasing Instructor in the World".

During Dr. Graw's 40 years of purchasing practitioner experience, he taught purchasing and supply chain management for 21 different top level universities in the United States, Far East and Middle East. He is currently on the adjunct faculty at University of California Los Angeles, Boise State University, Royal Roads University, Mantissa College and Pebble Hills University. His courses are taught at many major universities in the People's Republic of China.

Dr. Graw is the author and co-author for many books and guides relating to procurement or purchasing and supply chain management, for example "C.P.M Study Guide", "C.P.M Diagnostic Examination", "Service Purchasing", "Cost and Price Analysis", "Commercial Contracting, Otherwise Known as Purchasing", "Handbook of International Business Negotiation", etc. He is also the author of numerous certification programs in International Purchasing Management and International Supply Chain Management. He is the author of more than 50 different courses in Purchasing and Supply Chain Management courses and

teaches all of them in both conventional and online mode.

Dr. Graw holds a Bachelor of Science Degree from the U.S. Military Academy at West Point, a Master of Commerce (MBA) degree from the University of Richmond and a Doctorate in Education Administration from the University of Southern California.

Partial list of companies that have benefitted from Dr. Graw's expertise:

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| ✓ Talisman | ✓ US Department of Defense |
| ✓ PT. Pertamina EP | ✓ CUDEL Limited |
| ✓ Standard Chartered Bank | ✓ Sime Darby |
| ✓ Bank Negara Malaysia | ✓ Siemens |
| ✓ Government of the People's Republic of China | ✓ Sinopec-China Petroleum |
| ✓ Bank Danamon Indonesia | ✓ American Airlines |
| ✓ CNOOC SES Ltd | ✓ China Mobile |
| ✓ Petron Corporation | ✓ Huawei Technologies |
| ✓ PT. Pertamina Persero | ✓ Beijing Modern Management Technology Exchange Center |
| ✓ PTT Global Chemical Plc | ✓ Beijing Five Star Universe International Culture Exchange Center |
| ✓ Hewlett Packard | ✓ The Chinese State-Owned Enterprise Restructuring Agency |
| ✓ PetroChina | ✓ Cement Industries Malaysia |
| ✓ Volkswagen | ✓ Alcatel Corporation |
| ✓ Sri Lanka Telecom | ✓ Apple |
| ✓ Industrial and Commercial Bank of China | ✓ Lucent Technologies |
| ✓ China National Offshore Oil Corporation | ✓ B.Braun Medical Industries |
| ✓ US Postal Service, the US Department of Energy | ✓ Defence Science & Technology Agency |
| ✓ US General Services Administration | |

Testimonials:

"The curriculum was broad based and relevant. I was able to put my education into practice on a daily basis."

~ Manager of Strategic Sourcing

"I wish to congratulate myself and the students who passed the recent Certification exam."

"I also want to thank Dr. Graw for the instructional job well done. Great job!!"

~ Purchasing Manager

"Dr. Graw's class was superb! I am grateful for the opportunity to study under Dr. Graw! I intend to take his next course. "

~ Certified Professional