Introduction

This course provides an in-depth exploration of **Supply Chain Management (SCM)**, focusing on its core concepts, solutions, and practical applications. It is designed to help participants understand the logistics and demand aspects that are critical to supply chain efficiency. The course emphasizes the importance of integrating **supply chain analytics**, **supply chain finance solutions**, and **integrated supply chain solutions** to achieve a comprehensive learning experience.

By the end of the course, participants will have a clear understanding of SCM's role in gaining a competitive advantage and be equipped to apply best practices that optimize supply chain operations and align them with overall business strategy.

Targeted Groups

This course is ideal for:

- **Procurement Professionals**
- **Purchasing Supervisors**
- **Purchasing Managers**
- **Buyers**
- **Senior Buyers**
- **Supply Chain Professionals**

Course Objectives

Upon completion of this course, participants will:

- Grasp fundamental **supply chain management** concepts.
- Understand the relationship between **time** and **cost efficiency** in supply chains.
- Recognize the importance of customer-oriented processes in adding value.
- Collaborate effectively with all stakeholders within the supply chain.
- Innovate by moving beyond conventional supply chain strategies.
- Apply the **8 Rules** for **Effective Supply Chain Management**.
- Control lead times for goods and materials movement.
- Achieve a balance between **cost** and **service quality**.
- Implement best practices to improve workplace operations and supply chain planning.

Targeted Competencies

By the end of the course, participants will improve their ability to:

- Understand and acknowledge business process changes within supply chains.
- Realize the **financial benefits** of effective supply chain management.
- Comprehend how **time accumulation** impacts profitability and efficiency.
- Retain and apply strategies to execute continuous improvements.
- Align their operations with **best-in-class** supply chain practices.

Course Content Outline

Unit 1: Fundamental Supply Chain Concepts

- **Definition and Importance** of logistics and supply chain management.
- Integration of **buying**, **making**, **moving**, and **selling** activities.
- **Evolution and history** of supply chain management.
- Dynamics and operations within the supply chain, including **Supply Chain Operations Reference Models (SCOR)** and the **Theory of Constraints (TOC)**.

Unit 2: Key Aspects and Rules of Supply Chain Management

- Balancing **cost** and **service levels**.
- Key principles of **customer service**.
- **Organizational structures** within the supply chain and their impact.
- **Inventory management principles**, focusing on **lead times** and their effects.
- Value addition through **production options** and **trade-offs**.

Unit 3: Embracing Supply Chain Solutions

- Understanding and managing **departmental conflicts**.
- The benefits of **interdepartmental synergy**.
- A **total acquisition cost** view of the supply chain.
- **Competitive advantages** through effective supply chain management.
- Understanding **demand amplification** and the **Forrester Effect**.
- Managing the **uncertainty and unresponsiveness** in current supply chain practices.
- Examining traditional practices versus more **effective alternatives**.

Unit 4: The Interplay of Strategy and Supply Chain Relationships

- **Strategic impact** on order quantities and **cost reduction**.
- Developing strategies for **collaboration** and **sharing** resources.
- Overcoming **external and internal barriers** in supply chain transactions.
- The importance of aligning **business strategy** with supply chain decisions.
- Exploring **demand planning** and strategies such as **Quick Response (QR)** and **Vendor Managed Inventory (VMI)**.
- The **lean supply chain** approach and **postponement logistics**.

Unit 5: Enhancing Supply Chains with Analytical Applications

- Case studies from **manufacturing** and **retailers**, including the **Oil and Gas**

sector in the UK.
- Key **lessons learned** and necessary changes with suppliers and customers.
- Understanding the potential outcomes of **doing nothing** versus making improvements.
- A **5-step approach** to **logistics** and **supplier development**.
- Applying the **Supply Chain Rules** for gaining a competitive edge through effective supply chain management.

Certification

Upon successful completion of the course, participants will receive a **Certificate of Completion** in **Supply Chain Management Concepts, Solutions, and Applications**, signifying their proficiency in integrating key SCM strategies and solutions to enhance supply chain performance and gain a competitive business advantage.