

# IBSS EXECUTIVE EDUCATION OPEN ENROLMENT PROGRAMME

## MANAGEMENT DEVELOPMENT IN SUPPLY CHAIN AND PURCHASING

Date: July 9-10, 2021 (12 hours in total)

Language: English

Teaching Mode: On-Campus Class

### TARGET PARTICIPANTS

This program is designed for buyers and managers who are responsible for purchasing, logistics, operations and supply chain management, and senior managers from finance, information systems and marketing areas, who all critically interface with the supply chain, purchasing and logistics functions.

### INTRODUCTION

Today, customers are becoming more and more demanding, asking for faster delivery, more innovative products, lower cost and top quality. Furthermore, as companies over time have increased their degree of outsourcing and globalized their supplier bases, company success is increasingly becoming dependent on the success of supply chain partners. Since the supply chain has implications across most corporate functions, it is essential for all purchasing staff to have comprehensive knowledge about the subject.

### BENEFITS

As a participant in this program, you will:

- Learn how to effectively identify and evaluate suppliers
- Get to know how to develop and implement a sourcing strategy and align it with the organization
- Become aware of purchasing's function within the firm and interface with internal customers
- Familiarize with purchasing's role in the supply chain to achieve overall performance improvement

### PROGRAMME SCHEDULE

The programme consists of 2 days, and the programme schedule can be seen as follows:

#### Programme Schedule

Dates	Time	Topic	
Friday July 9	9:00-12:00	<ul style="list-style-type: none"> <li>• Fundamentals of Purchasing and Supply</li> <li>• Financial Impact of Purchasing and Supply</li> <li>• SWOT Analysis</li> <li>• Spend Analysis</li> <li>• Supply Market Analysis</li> </ul>	
	13:00-16:00	<ul style="list-style-type: none"> <li>• Supply and Category Strategy Development</li> <li>• Make vs. Buy</li> <li>• Supplier Evaluation and Selection</li> <li>• Supplier Negotiations</li> </ul>	
Saturday July 10	9:00-12:00	<ul style="list-style-type: none"> <li>• Supplier Relationship Management</li> <li>• Supply Performance Management</li> <li>• Supplier Segmentation</li> <li>• Key Supplier Management</li> <li>• Coffee Break</li> </ul>	<ul style="list-style-type: none"> <li>• Supply Quality Management</li> <li>• Supply-Side Quality Management</li> <li>• Total Quality Management (TQM)</li> <li>• Lean Six-Sigma</li> </ul>
	13:00-16:00	<ul style="list-style-type: none"> <li>• Supply Risk Reduction</li> <li>• Supply Risk Mitigation</li> <li>• Risk Management Systems</li> <li>• Coffee Break</li> <li>• Supply Logistics</li> </ul>	<ul style="list-style-type: none"> <li>• Inventory Management</li> <li>• Global Sourcing</li> </ul>

## PROGRAMME FACULTY



**MARTIN LOCKSTROM**  
Senior Associate Professor of  
Operations Management

- Senior Associate Professor of Operations Management at Xi'an Jiaotong-Liverpool University.
- Previously, Head of Purchasing Excellence at Dutch chemical manufacturer DSM,
- Principal Consultant at Infosys, a leading global IT service provider where he was heading the European go-to-market team for Infosys Labs, its R&D unit.
- Served as Research Associate and Director of the BMW-SMI Centre for Purchasing and Supply Management at China Europe International Business School in Shanghai, China.
- Former Deputy Director of the IBC Centre for Automotive Research, Deputy Director of the IBC-Siemens Centre for Sustainability and Supply Chain Management, and Senior Representative for Supply Chain Management Institute China.
- Has previously taught graduate and EMBA courses at European Business School, Moscow State University, Tongji University and China Europe International Business School (CEIBS).
- Research interests focus on global sourcing, automotive supply chains and supply chain sustainability.
- Has published and reviewed for leading academic journals, such as Journal of Operations Management and Journal of Supply Chain Management.
- Avid speaker at international conferences as well as consulting multinational corporations such as BMW, Accenture, Ernst & Young, Schaeffler, Alfa Laval, among others.

### FEE: RMB 4,800

- Programme fee includes tuition, case licensing fee, and other course materials
- Certificate issued by International Business School Suzhou at XJTLU will be awarded to participants after completing the programme
- Well organised lunch and tea break will be provided when having on-campus class

### DISCOUNT

Alumni price: 20% tuition discount for XJTLU alumni.

### HOW TO APPLY?

Applicants can apply for the programme by scanning the QR code as follows:



### NOTIFICATION

To ensure the continuity and quality of your learning, you are required to make proper arrangements to attend, according to the programme schedule released by IBSS. We cannot make up missed lessons or confer you with the certificate of completion if you are absent from the course for personal reasons. IBSS reserves the right to amend information on this programme including price, discount, date, location, faculty, daily schedule and other details.

### CONTACT INFORMATION

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