

Advanced Certificate in Supply Chain Management (ACSCM™)

By Steve Mallaband & Ros Howard: Paul Jackson

26-30 March 2018 | Beijing, China ; 6-10 May 2018 | Dubai, UAE

Delivering Success Through Effective Supply Chain Management

Overview

The development of an advanced Supply Chain requires a sophisticated understanding of several factors, which include how businesses to businesses, businesses to consumers and how businesses to Government interact and influence one another. Whatever level of Supply Chain your organisation is looking to achieve, the BMTG Advanced Certificate in Supply Chain Management (ACSCM™), will provide delegates with the latest cutting edge principles and practices of sophisticated Supply Chains.

Whether it be a wish to take the Supply Chain to highest end, highest tech level or to make the transition from transactional to strategic, this course, over 5 demanding days, will help you to transform your Supply Chain interactions. This Advanced Certificate in Supply Chain Management complements other popular BTMG courses such as the Advanced Certificate in Strategic Procurement (ACSP™) and the Advanced Certificate in Bid and Tender Management (ACBTM™). Delegates will learn how to analyse, explore the stages and challenges involved in both developing and delivering an advanced Supply Chain. The following subject areas will be included:

- Types of Sophisticated Supply Chain
- Making the change from the traditional transactional Supply Chain to the strategic Supply Chain.
- Managing the Perplexing Principals, Practicalities and Politics of Enhanced Supply Chains
- Strategic Stakeholder Management within a Supply setting
- Developing and Maintaining Complex Supplier Relationships
- Project Management Techniques for Advanced Supply Chains
- Management of Evolving and Strategic Supply Chain

Learning objectives

- Identify the core drivers of Supply Chain Management
- Discuss the importance of Quality within the delivery of customer expectations in the Supply Chain
- Evaluate the core elements of lead-time
- Assess the Total Cost of Ownership of activities within the Supply Chain
- Define and identify value added across the Supply Chain
- Identify and link the various Supply Chain elements
- Describe the different types of Supply Chain and deploy the most relevant one for their organisation
- Understand how the internal and external factors influence concepts such as ‘efficiency’
- Recognise the influence of culture, values and power within the organisation
- Explain the interaction and relationship between procurement and Supply Chain Management
- Describe the methods of evaluating Suppliers both prior to engagement and during a contract

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- Discuss the concept of a market, the various competitive states and the way a market operates
- Recommend possible evaluation methods, targets and KPIs within Supply Chain Management
- Explain both the incoming and out-going Logistics elements
- Describe the concept of international logistics and explain the core elements of payments and customs
- Evaluate the risks associated with international and national transit options
- Explain the payment options within international Supply Chain Relationships
- Assess and manage Supply Chain Risk developing strategies and remediation solutions
- Map the Supply Chain and identify any single points of failure to improve the Supply Chain resilience
- Develop a business continuity plan to ensure Supply Chain performance is maintained
- Evaluate and select strategies for Supply Chain management
- Analyse data collected across the Supply Chain to improve Quality, Lead-time and Cost
- Develop Continuous Improvement philosophies within the Supply Chain elements
- Recognise the importance of relationships to the effective attainment of Supply Chain objectives
- Identify, understand and manage issues involved in the implementation of strategic plans

Who should attend?

- Supply Chain Managers/ Directors/ Heads
- Procurement Professionals
- Business Owners / Managing Directors
- Supplier Managers
- Supply Chain Consultants
- Buyers / Senior Buyers
- Operations Directors
- Operations Managers
- Finance Managers
- Project Directors and Managers
- Executive Directors
- General Managers
- Project and Team Leaders
- PLUS anyone who is responsible for / involved in Supplier Relationships, or anticipates being involved with Supplier Management in the future.

Training Methodology

The course is based on a balanced combination of classroom teaching and syndicate exercises supported by case studies and exercises within the industrial environment. This course is designed in with leading industry knowledge and practical case studies discussion and analysis to provide an interactive learning environment.

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About the Trainer



Steve Mallaband

Steve is a contract professional with over 20 years' experience, and has held senior positions with several large organisations both in the UK and abroad. During his career he has bought a large variety of goods and services and negotiated/managed a lot of large contracts – very often in an international context. For the last seven years he has provided training and consultancy to a variety of clients around the globe.

He is a knowledgeable, interesting and entertaining presenter who is able to draw on his practical experience as buyer, category manager, contract manager, procurement manager and VP Procurement to excellent effect.



Ros Howard

Ros is a professional business trainer with a rich and varied career in industry and education. She believes that excellence in communication and other “soft skills” is vital for business success, and has a real passion for instilling learning in others. For the last 10 years she has provided training, coaching and consultancy to a variety of clients in many different countries and from many different organisations.

She is a dynamic and inspiring presenter who, having taught English as a foreign language, is particularly sensitive to the needs of the non-native English speakers.

Steve and Ros work together to deliver BMTG courses, offering you the best of both worlds – a very experienced contract management practitioner backed by an expert in communication and soft skills.

Paul Jackson, BSC MICM MCIPS



Paul Jackson is an accomplished Supply Chain professional and training consultant with significant expertise in the area of procurement, Supply Chain Management, inventory and warehousing management, sustainability and supplier development. Paul has consistently delivered commercial benefits and training across a range of private and public sector markets and has positively influenced large blue chip organisations such as BAE Systems, ChevronTexaco, and Teliasonera as well as Public Sector and numerous SME clients. His ability to deliver projects on time and budget, run operational facilities and train teams makes him an ideal project trainer and mentor.

Paul is an enthusiastic team player and is equally comfortable working within a team as he is leading from the front or coaching from the classroom. He has exceptional change management

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skills and has the experience and personality to lead large teams successfully through periods of transition. He has run a number of businesses over the years, managed office and warehousing operations, run production plants, and operated datacentres, as well as managing contracts to support the facilities and operational management activities associated within the organisation. He is also an experienced overseas operator having undertaken projects in many diverse locations including countries such as Kazakhstan, Nigeria, Angola, Indonesia, China, Japan and Saudi Arabia. Paul is an articulate communicator with well developed project delivery, contract negotiation and presentation skills.

Paul is a MCIPS, BTEC and IACCM trainer in Procurement, Supply Chain Management, Negotiation and Inventory Management and lead author of “the Sustainable Business” published in early 2013, lead-author of “101 Tools of Procurement and Supply Chain Management” and co-author of Practical Procurement second edition. He has also published articles in a number of different journals including Supply Management, IPSCM. Intend and Marine Trader. He is a Prince 2 qualified project manager, a Six Sigma Green belt, and has UK National Security Clearance.

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Investment Fee

Course Title	Number of Days	Standard Price
Advanced Certificate in Supply Chain Management (ACSCM™) – ACSCM18	5 Days	SG\$ 5,299
Advanced Certificate in Supply Chain Management (ACSCMTM) – Invt 22	5 Days	USD 3,700 Paypal: USD 3,811 AED 13,584

DELEGATE DETAILS

1st Delegate Name _____ **Mr** **Mrs** **Ms** **Dr** **Others**
Direct Line _____ **Email** _____
Job Title _____ **Department** _____
Head of Department _____

2nd Delegate Name _____ **Mr** **Mrs** **Ms** **Dr** **Others**
Direct Line _____ **Email** _____
Job Title _____ **Department** _____
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Direct Line _____ **Email** _____
Job Title _____ **Department** _____
Head of Department _____

INVOICE DETAILS

Attention Invoice to: _____
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Company _____ **Industry** _____
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