

STRATEGIC APPROACH FOR IMPLEMENTING VENDOR MANAGEMENT

Workshop for Top Management / General Managers / Senior Managers

Date: 30th & 31st August, 2012

Venue: Hotel Raintree, Alwarpet, Chennai



Great Lakes Institute of Management, Chennai presents the workshop on “Strategic Approach for Implementing Vendor Management” by renowned faculty Prof PJ Mathews, who is a Senior Professor of Logistics & Supply Chain Management at the Dubai campuses of Heriot-Watt University – Edinburgh, UK & University of Wollongong – New South Wales.

About Great Lakes Institute of Management, Chennai

Great Lakes Institute of Management, Chennai promoted by leading Indian and American academicians, is headed by Dr. Bala V. Balachandran, Professor Emeritus from Kellogg School of Management. Being an institution with the noblest of intentions in contributing to the society, Great Lakes has attracted personalities of preeminence like Mr. Ratan Tata, Mr. Jamshyd Godrej, Mr. Narayanamurthy and others to be in their Business Advisory councils and / or in their Board of Directors

This B-School is accredited by All India Council for Technical Education (AICTE). Great Lakes is a not-for-profit organization section 25 registered company with the mission of "A Global Mindset and Indian Roots". The B-School propelled by knowledge and steered by ethical values, where today's managers are groomed to become leaders of tomorrow.

Professor PJ Mathews



Prof. PJ Mathews, Chartered Member of Logistics and Transport International, has twenty eight years' experience in Corporate/ Senior Management positions in service industry that engage in Shipping, Chartering, Freight Forwarding, Project Logistics Management and in Multimodal Transportation Operations in multinational companies having operations in countries such as Canada, Saudi Arabia, India, Sultanate of Oman and UAE.

He is currently an Adjunct Faculty in Dubai with several reputed Universities and institutions such as London School of Economics, University of Wollongong in Dubai, IMT, Academic City, University of Bolton & RAK. He has been a Faculty Member and an accredited Trainer in National Association of Freight Logistics (NAFL), Dubai since 2003. He holds an MBA in Human Resources Management from XLRI, Jamshedpur, India and has undergone professional training in Shipping, Chartering & Freight Forwarding in Canada and with Sea Trade Academy, Cambridge, U.K. He is Certified in International Quality Systems Auditing By water PLC, London.

Program Objective

To provide an understanding of the scope of Purchase function and the importance of vendor management in creating a high powered purchase organization. To expose the participants to latest cutting edge framework and practices in purchase function and understand international trading terms.

Participant's Profile

Top Management, General Managers and Senior Business Managers who are responsible for vendors and service providers in their organizations. This program will also be very useful for those professionals who play the interface role and belong to Merchant, Financial Institution, Metamediary or Shipping / Logistics domain in managing the risks when handling vendors.

Contents

Prof Mathews will open the workshop by giving an overview of the Purchasing and SCM activities and then drill down to the scope of purchasing and its objectives, buyer-seller relationships, touch on international trading terms that a purchase officer must be aware of.

The faculty will examine classic case examples from companies like Harley Davidson, Eaton & Toyota to bring out the criticality of vendor management

These lessons will provide the foundation of effective management and leadership that will aim to deliver value to shareholders and other important stakeholders in business.

Format of the Workshop

On Registration, the participants would be sent preparatory reading materials and case studies which are critical preparation material before coming for the workshop. The faculty request all program participants to have read program readings and case studies in preparation of classroom discussion. The program pedagogy will be based on discussion and engagement among the program participants.

Workshop Duration - 09:00 to 17:30

Register By - 16th August, 2012

Registration Fee - Rs. 20,000/- per participant (All Inclusive)

Program Schedule

Day - 1

Day - 2

09:00	An Overview of Purchasing & Supply Chain management Activities	How an organization can conduct International Trading activities.
	What is the scope of Purchasing and its objective.	What is the role of Freight Forwarding.
09:00 - 11:00	What are the responsibilities of Purchasing What are the Purchasing Policies of an organization. What are purchasing procedures. What are the Buyer / Seller Relationships.	
11:00 - 11:15	Coffee Break & Networking	Coffee Break & Networking
11:15 - 12:45	How can you create a High Powered Purchasing Organization. Case Study: Harley Davidson	What are International Trading Terms (INCOTERMS). What are the different types of payment methods.
12:45 - 13:45	Lunch	Lunch
13:45 - 15:30	What is the relevance of Total Acquisition Cost / Total Cost Management. What is the responsibility of Supply Chain concept in Purchasing. What are the best practices in Strategic Supply Chain Management. Development of Purchasing activities for the future. What is Value Engineering or Value Analysis. How do you organize the Purchasing Function.	Insurance: Cargo Transit / Liability Insurance. What are the claim settlement procedures. What is Liability Insurance. Its purpose and applications. Terms and Conditions of Trade: Standard Trading Conditions
15:30 - 15:45	Coffee Break & Networking	Coffee Break & Networking
15:45 - 17:30	Case Study: How did Eaton create Value Proposition for Toyota	Case Study: Building the 787 Dreamliner: The Critical Role of Supply Management
17:30 Onwards	Coffee Break & Networking	Valedictory address by Program Director and distribution of Certificates.