

▶ 5 & 19 AUGUST 2011

▶ 9AM – 4:30PM

apics NSW Offices, 111
Phillip Street, Parramatta

Global Sourcing

SKILLS FOR KEEPING YOUR BUSINESS FAVOURABLY POSITIONED IN THE COMPETITIVE GLOBAL MARKETPLACE

Companies and organisations need skilled supply chain and operations management professionals to keep their businesses favourably positioned in today's intensely competitive global marketplace. This two day workshop provides a comprehensive study of the critical tasks and challenges associated with sourcing and procurement internationally.

Essential for those wishing to:

- Understand the strategic importance of globalisation
- Learn how to prepare for international procurement
- Evaluate potential markets in other countries
- Source global suppliers strategically
- Choose logistics partners correctly
- Address cultural differences

WORKSHOP CONTENT

The program covers four key content areas:

Introduction to Global Sourcing

- Recognising advantages and disadvantages of global sourcing
- Selecting criteria for evaluating countries
- Selecting logistics partners, addressing supplier qualifications and determining supply chain stability
- Finding resources for researching cultural differences
- Evaluating a supplier contract
- Listing considerations for opening an international procurement office

Global Suppliers

- Locating and researching international suppliers
- Evaluating potential suppliers
- Understanding levels of supplier relationships
- Using Requests for Proposals to qualify international suppliers
- Conducting site visits
- Selecting an outsourcing manager

Cultural Relationships

- Recognising the challenges presented by global supply chains
- Appreciating unique cultural values
- Assessing negotiating and decision-making styles
- Maintaining productive international supplier communications
- Managing from a distance

Logistics Requirements

- Constructing a global logistics strategy
- Maximising value through partner selection
- Applying contract terminology
- Navigating paperwork compliance requirements
- Choosing proper modes of transport
- Managing cash flow

apics NSW Chapter

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WHO SHOULD ATTEND

The course will benefit managers who are responsible for procurement, purchasing, supply chain, import/export, operations management, production and inventory control, human resources or logistics functions.

Marketing and financial managers who want a better understanding of supply chain strategy and the choices involved with supplier alliance would also benefit from attendance.

The course will also provide a sound background and knowledge base to key supply chain partners such as freight forwarders, logistics services providers, technology experts and customs managers who wish to understand the activities that add value to their customers.

ABOUT THE PRESENTER—ANDREW ASCHNER

Qualifications: A.D.Mfg. Eng., Dip BOM, Dip CMI, Cert IV TAA, CFPIM

Andrew has enjoyed a career in Manufacturing and Distribution in the areas of Supply Chain Management and Operations, as a practitioner and manager. Over a period of thirty five years he worked with global corporations deploying best international practices at all levels. As a Supply Chain Director, he managed the functions of Procurement/Purchasing, Production Planning, Inventory Management, Operations, Exports, Customer Service, Logistics and Information Systems. He has also defined requirements for, selected, project managed and implemented a range of advanced technologies.

As an active participant in the Australian Production and Inventory Control Society (APICS), he served as National and NSW President, Institute Director, Journal Editor and Lecturer. He has conducted numerous seminars and courses for corporations, the AIG and APICS and has presented a range of briefings, conference papers and other professional publications in Australia and overseas.

GLOBAL SOURCING

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REAP THE BENEFITS OF BRINGING GLOBAL SOURCING WORLD-CLASS PRACTICES AND THINKING TO YOUR ORGANISATION



Certified Professional Logician

This event attracts 14 continuing professional development points



The Society for Supply Chain Professionals

REGISTRATION FORM: GLOBAL SOURCING

Fax back to apics NSW on 02 9891 1220 or contact apics NSW office on 02 9891 1411 for more information.

Fees (Please circle) APICS NSW Members: \$880-00 (GST inc) Non-members: \$1100-00

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