



# **BEST PRACTICES IN LOGISTICS & SUPPLY CHAIN MANAGEMENT**

PIK539-0525 MAD-2



**Place:** Madrid (SPAIN)

**Venue:**

**Start Date:** 19-05-2025

**End Date:** 30-05-2025

**PPP:** £5550



## **BEST PRACTICES IN LOGISTICS & SUPPLY CHAIN MANAGEMENT**

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**If you can't train them,  
you can't blame them!**

### **Short Description:**

**COURSE OVERVIEW:** The development and implementation of carefully crafted strategies for the acquisition of all materials, goods, equipment, and services have become a critical issue in all organisations wishing to reduce operating costs while improving quality & productivity. This program explores key concepts forming the basis of logistics & supply chain management and moves through leading-edge issues that confront organisations today.

### **Course Overview:**

#### **COURSE OBJECTIVES:**

At the end of this program, participants will be able to:

- Provide an overview of the key drivers involved when viewing supply chains from a logistics/demand point of view.
- Explain what procurement and supply chain management is fundamentally about.
- Review the meaning of strategic procurement.
- Give examples of best practices in procurement and the supply chain.
- Understand how to develop spend analysis.
- Develop a functional and cross-functional view of the supply chain.
- See that better working with all of the supply chain players pays.
- Consider Key Performance Indicators (KPI's).

### **TARGET AUDIENCE:**

- Contracts, Purchasing, and Procurement Personnel.
- Supply, Buying, Purchase, Logistics, Materials and Supply Chain Professionals.
- All involved in the acquisition of materials, equipment, and services and who are in organisations whose leadership want high levels of competency in those involved in these activities.
- Those who need to develop their limited understanding of Logistics and Supply Chain Management.

- Those who are looking for business gains and benefits from managing their supply chains more effectively.

## **Program Outline:**

### **COURSE OUTLINE:**

#### **DAY 1: Definitions in Logistics & the Supply Chain**

1. History and the development logistics & supply chain management.
2. The interrelations and connections of buying, making, moving, & selling activities.
3. Understanding the supply chain dynamics.
4. Supply chain operations reference models (*SCOR*).
5. The theory of constraints (*TOC*).

#### **DAY 2: Key Aspects & Rules of Supply Chain Management**

1. The cost/service balance and Inventory principles.
2. Customer service principles.
3. Internal organisational structures.
4. Lead times throughout the supply chain.
5. Trade-off opportunities.

#### **DAY 3: Benefits of Adopting a Supply Chain approach**

1. Taking a supply-chain view of total acquisition costs.
2. Accepting that competitive advantage comes from the Supply Chain.
3. Looking at demand amplification and the "Forester" effect.
4. Appreciating the effects of uncertainty and unresponsiveness.
5. Changing the way we manage the supply chain for greater effectiveness.

#### **DAY 4 : Procurement as a Dynamic, Interactive System**

1. The system approach versus the traditional functional approach.
2. Procurement's goal.
3. Developing the strategic procurement plan.
4. An overview of the procurement process.
5. Procurement as part of the supply chain.

## **Day 5: Developing Strategic Procurement Decisions**

1. Inter-Company Trade.
2. Reciprocity & countertrade.
3. Supplier strategy.
4. The Coordination strategy.
5. The Purchasing organisation.

## **DAY 6: Implementing Tactical Procurement Decisions**

1. Supplier involvement & supplier selection.
2. Contract management.
3. IT systems and e-Procurement.
4. Policies & procedures.
5. Staffing the procurement department.

## **DAY 7: Dealing with Operational Procurement Decisions**

1. Selecting the most appropriate ordering process.
2. Addressing quality issues.
3. Follow up & Overdue orders.
4. The payment process.
5. Small value purchase orders.

## **DAY 8: Contingency Procurement Decisions**

1. The different contingency situations.
2. Contingency management.
3. Spend analysis.
4. The total cost of ownership.
5. Supplier performance measurement.

## **DAY 9: Strategic Approaches & Impacts To Supplier/Customer Relationships**



1. Interfacing versus integrating relationships.
2. Segmentation and product formatting.
3. Approaches of Quick Response (QR), Vendor Managed Inventory (VMI).
4. Collaborative Planning and Forecast Requirements (CPFR).
5. Eliminating internal/external barriers and the Lean Supply Chain.

## **DAY 10: CASE-STUDY & COURSE WRAP-UP**

1. "PORTAKABIN" case-study.