

# Supply Chain Essentials 3-days Seminar

## Introduction



Many companies lack a common supply chain management vocabulary and understanding for processes, responsibilities and tools. This leads to friction losses caused by misunderstandings and excessive explanations. Many employees are not aware of the required reconciliation and planning processes in a company and his role in the information flow. Not only theoretical background knowledge is lacking, but also the universal understanding of processes and dependencies in the own company.

This PMI developed course is compliant with APICS terminology and concepts of the certification programs. The seminar and training material is in German; the English APICS terms are referred to and summarized in a German-English vocabulary list.

## Seminar Content

This seminar Supply Chain Essentials covers the following topics:

- Supply Chain Management and Trade-Offs
- Demand Management and Forecasting
- Supply Chain Planning & Execution Processes:  
S&OP, Master Scheduling, MRP, production execution and control
- Inventory Management:  
Inventory costs, working capital, days of supply, ordering system, lead times, safety stocks
- Purchasing
- Distribution & Transport

## Key Learnings

This seminar is the fundamental introduction into Supply Chain Management. This seminar explains Supply Chain terminology and basic concepts related to managing the complete flow of materials from suppliers to customers. The entire flow of material, information and cash in a supply chain from supplier to end consumer is explained. All value chain processes and production basics are discussed - from long-range up to short-term planning and execution.

## Seminar Didactics

The seminar is a mix of case studies, quiz questions, knowledge and best practice transfer via presentation. Exercises to repeat the content, knowledge tests and other exercises during the session and at the end of each session, ensure, that the trainer receives an immediate feedback on the knowledge transfer success. The seminars are delivered in German and all training materials are in German as well.

The Supply Chain Essentials seminar is supported by a Supply Chain business simulation called The Fresh Connection (TFC). More information on the next page.



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## Target Audience

The Supply Chain Essentials seminar supports employees in supply chain functions, who would like to understand, learn, and use standard supply chain terminology and best practices in their supply chain processes.

## Certification

The seminar can be completed with a knowledge test developed by PMI. Participants who successfully pass the web-based test receive a PMI certificate as proof of the acquired knowledge (Please note: no APICS Certificate).

## About *The Fresh Connection*



**The Fresh Connection**

THE ULTIMATE VALUE CHAIN EXPERIENCE

With The Fresh Connection participants will be able to find lasting answers to many Supply Chain Management issues, by making strategic and tactic decisions within a Supply Chain. Learning by doing and comprehending the effects are the heart of this web-based business simulation for educational purposes, where the fruit juice company *The Fresh Connection* has got into trouble, despite its convincing products. There seems to be many weak points within the Supply Chain that the daily tasks become increasingly harder to manage. Unpredictable challenges pose big risks. Now, a new management team is expected to help in the crisis and turn it around.

Teams of four representing the roles purchasing, production, sales and supply chain have the exciting and demanding task to lead *The Fresh Connection* out of the red and to a positive Return on Investment (ROI). Participants are challenged to make the best tactical and strategic decisions for the company and experience that they not only need profound expert knowledge but also, a strong team!

## Seminar Fees

**Onsite** € 2,400.- (plus VAT),  
including 3 training days, Supply Chain Essentials training material, refreshments and lunch at the seminar location (onsite seminar).

When registering several participants for the same open seminar at the same place and on the same date, we offer bulk discounts on the net seminar fee. Please contact us for more information.

## Registration

Questions about organization? Please contact Ms. Christine Matzner:  
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