

HRODC Postgraduate Training Institute

A Postgraduate-Only Institution

255

**Procurement, Supply Chain and
Logistics Management
Course or Seminar**

Leading To:

DIPLOMA – POSTGRADUATE IN
*Procurement, Supply Chain and
Logistics Management (Double Credit)*
Accumulating to

POSTGRADUATE DIPLOMA
Progressing To A Masters Degree –
MBA – MSc - MA

Course Coordinator:

Prof. Dr. R. B. Crawford – Director of HRODC Ltd. and Director of HRODC Postgraduate Training Institute, A Postgraduate-Only Institution. He has the following Qualifications and Affiliations:

- Doctor of Philosophy {(PhD) (University of London)};
- MEd. Management (University of Bath);
- Advanced Dip. Science Teacher Ed. (University of Bristol);
- Postgraduate Certificate in Information Systems (University of West London, formerly Thames Valley University);
- Diploma in Doctoral Research Supervision, (University of Wolverhampton);
- Teaching Certificate;
- Fellow of the Institute of Management Specialists;
- Human Resources Specialist, of the Institute of Management Specialists;
- Member of Academy of Management (MAoM), within the following Management Disciplines:
 - Human Resources;
 - Organization and Management Theory;
 - Organization Development and Change;
 - Research Methods;
 - Conflict Management;
 - Organizational Behavior;
 - Management Consulting;
 - Gender & Diversity in Organizations; and
 - Critical Management Studies.
- Member of the Asian Academy of Management (MAAM);
- Member of the International Society of Gesture Studies (MISGS);
- Member of the Standing Council for Organisational Symbolism (MSCOS);
- Life Member of Malaysian Institute of Human Resource Management (LMIHRM);
- Member of ResearchGate Community;
- Member of Convocation, University of London;
- Professor HRODC Postgraduate Training Institute.

Prof. Crawford was an Academic at:

- University of London (UK);
- London South Bank University (UK);
- University of Greenwich (UK); and

- University of Wolverhampton (UK).

For Whom This Course is designed

This Course is designed for:

- Supply Chain and Logistics Managers and Professionals;
- Operations Managers;
- Logistics Professionals;
- Logistic Providers;
- Logistic Administrators;
- Logistics Planning and Inventory Managers;
- Purchasing and Procurement Managers;
- Retailers;
- Transportation and Distribution Managers;
- Inventory and Warehouse Control Professionals;
- Freight Forwarders and Linear Specialists;
- Production Managers;
- Production Planners;
- Financial Managers;
- Project Managers;
- Distribution Centre Supervisors;
- Manufacturers and Industries;
- Academicians, Researchers, NGOs and Practitioners;
- Those who interface with the logistics function and/or any aspect of the supply chain.;
- Those who need to develop their understanding about Logistics and Supply Chain Management ;
- Those who are looking for business gains and benefits from managing their supply chains more effectively.

Duration:10 Days

Cost:£10,000.00 Per Delegate

Please Note:

- V.A.T. (Government Tax) does not apply to Corporate Sponsored Individuals, taking Programmes or Courses in any location - within or outside the UK.
- It applies only to Individuals and Corporations based in the UK and to Non-UK Individual Residents taking courses in the UK.

Cost Include:

- Free Continuous snacks throughout the Event Days;
- Free Hot Lunch on Event Days;
- Free City Tour;
- Free Stationery;
- Free On-site Internet Access;
- Diploma – Postgraduate –in **Procurement, Supply Chain and Logistics Management (Double Credit)**; or
- Certificate of Attendance and Participation – if unsuccessful on reset.

HRODC Postgraduate Training Institute's Complimentary Products include:

1. HRODC Postgraduate Training Institute's **Leather Conference Folder**;
2. HRODC Postgraduate Training Institute's **Leather Conference Ring Binder/ Writing Pad**;
3. HRODC Postgraduate Training Institute's **Key Ring/ Chain**;
4. HRODC Postgraduate Training Institute's **Leather Conference (Computer – Phone) Bag** – Black or Brown;
5. HRODC Postgraduate Training Institute's **8GB USB Flash Memory Drive**, with Course Material;
6. HRODC Postgraduate Training Institute's **Metal Pen**;
7. HRODC Postgraduate Training Institute's **Polo Shirt**.

Please see product images, as a separate file - Complimentary Products For Students and Delegates, from HRODC Postgraduate Training Institute.

Daily Schedule:9:30 to 4:30 pm.

Location: **Central London and International Locations**

Procurement, Supply Chain and Logistics Management
Leading to Diploma-Postgraduate in Procurement, Supply Chain and
Logistics Management (Double Credit)

Course Objectives

By the conclusion of the specified learning and development activities, delegates will be able to:

- Demonstrate an understanding of the scope of purchasing;
- Enumerate the purchasing cycle concept;
- Provide insights into the changing role of purchasing and supply;
- Explain how purchasing might develop from an independent function to an integrated activity;
- Identify the internal and external influences which have affected the evolution of purchasing;
- Demonstrate an enhanced understanding of the 'total acquisition cost' concept;
- Illustrate their grasp of the notion of a mutually beneficial relationship between supplier and purchaser as a more favourable option to the adversarial approach;
- Highlight the evolution of concepts relating to purchasing development;
- Identify key practices encountered in developed strategic purchasing;
- Develop appropriate strategy conducive to the gaining of competitive advantage within the organization's sphere of operation;
- Effectively debate operational centralization vs. decentralization;
- Highlight the importance of contract management as an organizational success factor.
- Enumerate the merits and demerits of contract management in organizational effectiveness.
- Illustrate the importance of a divergence from the traditional quality control to modern quality management systems.
- Exhibit a working knowledge of ISO 9000 quality system;
- Discuss the context within which Economic Order Quantity might still be applicable.
- Discuss the importance of procurement requirements;
- Exhibit an understanding of the problems and benefits of Material Requirements Planning (MRP).

- Contextualize the issue of Distribution Requirement Planning(DRP) within the organization;
- Demonstrate their ability to analyze Enterprise Resource Planning (ERP) systems within a specific context;
- Provide enhanced guidance of the context within which 'Just-in-Time' management and inventory systems might be applicable and those within which they might be ineffective;
- Make a case for the reduction in manufacturing and delivery lead times for organizational effectiveness and manufacturer supplier and consumer relationships;
- Discuss the importance of a procurement policy that supports organizational objective accomplishment within international and national legal frameworks.

Course Contents, Concepts and Issues

Part 1: Purchasing Scope and Development

- The Changing Role of Purchasing and Supply;
- Proactive Purchasing;
- Procurement Positioning;
- Total Acquisition Cost and Total Cost Ownership;
- Non-Manufacturing Organisations;
- The Supply Chain Concept;
- Purchasing Development;
- Best Practices in Strategic Supply Management.

Part 2: Strategic and Supply Chain Management

- Strategic Procurement;
- The Concept of Strategy;
- The Mission Statement;
- Levels of Strategy;
- Category Management;
- Strategic Management;
- Strategic Analysis;

- Strategic Development;
- Strategic Implementation;
- Objectives for Purchasing;
- Strategies and Their Scope;
- Selecting a Strategy;
- Effective Supply and Market Strategy;
- Purchasing and Supply in the Different Types of Organization;
- Organisation of the Activity;
- Purchasing In the Organisation Structure;
- Purchasing Devolution;
- The Supply Chain;
- Improving Efficiency of the Supply Chain;
- Type of Supply Chain;
- Strategic Development of Purchasing.

Part 3: Quality Management

- What Is Quality Management?
- ISO 9000;
- Specification;
- Producing a Specification;
- Early Supplier Involvement;
- Standardisation;
- Supplier Assessment;
- Quality Circles;

Part 4: Sourcing Strategies and Relationship

- The Nature of the Sourcing Decision;
- Attributes of a Good Supplier;
- Different Types of Sourcing;
- Sourcing Decisions;
- The Sourcing Process;
- Source Location;
- Sources of Information on Potential Suppliers;
- Supplier Evaluation;
- The Right Relationship;

- Other Aspects of Outsourcing;
- Partnering;
- Tiering of Suppliers.

Part 5: Pricing and Negotiations

- Factors Affecting Pricing Decisions;
- How Buyers Obtain Prices;
- Auctions;
- Price Analysis and Cost Analysis;
- Pricing Major Contracts;
- Investment Appraisal;
- Learning Curves and Experience Curve.
- Negotiation;
- Negotiating Skills;
- Preparation;
- The Introductory Stage;
- Discussion Stage;
- Agreement Stage;
- The Post-Negotiation Stage;
- Competition and Co-Operation in Negotiation;
- Body Language;
- Negotiation Strategies;
- Negotiation Mix.

Part 6: Inventory Management for Organisational Effectiveness

- Concept of Inventory;
- Poor Inventory Management;
- Attributes of Inventory;
- Kinds of Inventory:
 - Raw Material;
 - Work-in-Process;
 - Finished Goods;
 - Maintenance, Repair, and Operations (MRO) Goods;
 - Transit Inventory;
 - Buffer Inventory;

- Anticipation Inventory;
- Decoupling Inventory;
- Cycle Inventory.
- Inventory Sequencing;
 - Just in Sequence (JIS);
 - Last-In, First-Out (LIFO) Method;
 - First-In, First-Out (FIFO) Method.
- Inventory Functionality;
- Buffer Uncertainties;
- Late Customisation.
- Lead Time and Time Compression:
 - Time and Competitive Advantage;
 - On-Time Delivery;
 - Expediting;
 - Liquidated Damages.
- Conceptual Framework of Inventory;
- Importance of Inventory Management Systems:
- Materials Tracking;
- Inventory Management Techniques;
- Service Level;
- Service Rate;
- Categories of Inventory;
- Cost Associated With an Inventory;
- Order Quantities and Stock Control;
- Order Quantities for Production;
- Inventory Replenishment:
 - When to reorder;
 - How much to reorder;
 - Creating a Purchase Order.
- Economic Order Quantity (EOQ);
- Vendor Managed Inventory (VMI);
- Distribution Resource Planning (DRP);
- Classification of Inventory:
 - ABC Analysis;

- Counting Inventory;
- Enterprise Resource Planning (ERP);
- Inventory Control System: Just in Time (J.I.T.) VS Material Requirements Planning (M.R.P.).

Part 7: Key Elements of Logistics Management

- Operational Objectives:
 - Rapid Response;
 - Minimum Variance;
 - Minimum Inventory;
 - Movement Consolidation;
 - Quality;
 - Life Cycle Support.
- Understanding Logistics Management;
- Achieving Competitive Advantage through Logistics;
- Conceptualising Logistics;
- Marketing and Logistic Interface:
 - Considering 'Availability';
 - Effect of Logistics and Customer Service on Marketing.

Part 8: International Logistics

- Concepts of International Logistics:
 - International Transportation;
 - International Warehouse Management;
 - Packaging;
 - Inventory Management;
 - Material Handling;
 - Information Systems.
- International Intermediaries:
 - International Freight Forwarders;
 - Non-Vessel Operating Common Carriers;
 - Export Management Companies;
 - Export Trading Companies;
 - Export Packers;

- Custom Brokers;
- Ship Brokers;
- Ship Agents.
- Sale in International Trade;
- International Documentation;
- Letters of Credit;
- Barriers to International Logistics;
- Market and Competition;
- Financial Barriers;
- Distribution Channels;
- Cargo Insurance and Claims;
 - Importance of Cargo Insurance.
- Who Can Insure;
- Special Features of Marine Insurance;
- Paying the Insurance Premium;
- Duty Insurance;
- Kinds of Perils;
- Types of Policies;
- Loss.

Part 9: Logistics and Information and Communications Technologies

- Concepts of Logistics Information;
- Information Functionality;
- Evaluating Logistics Information Systems Application:
 - Availability;
 - Accuracy;
 - Timeliness;
 - Exception-Based Logistics Information Systems;
 - Flexibility;
 - Format.
- Logistics Information Systems Design:
 - Planning and Coordination Flows;
 - Operating Flows;
 - Inventory Deployment and Management.
- Information Technology Application;

- Electronic Data Interchange (EDI);
- Personal Computers;
- Artificial Intelligence;
- Communications;
- Bar Coding and Scanning.

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https://www.hrodc.com/Service_Contract_Terms_and_Conditions_Service_Details_Delivery_Point_Period_Cancellations_Extinuating_Circumstances_Payment_Protocol_Location.htm

The submission of our application form or otherwise registration by of the submission of a course booking form or e-mail booking request is an attestation of the candidate's subscription to our Policy Terms and Conditions, which are legally binding.

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