



LSM156

STRATEGIC PLANNING

for Logistics

Course Introduction:

In this subject, students will explore the principles and practices of strategic logistics and supply chain management. In particular, students will focus on the logistics and supply chain functions, and related strategies and operations that provide a competitive edge in this context. They will also learn the concepts, techniques and tools that underlie logistics and supply chain management functions and operations.

Course Objectives:

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

- Understand the context of strategy in modern management thinking
- Understand the Concept and the Language
- Have reviewed the process of Strategic Planning and Strategy Formulation
- Analyze stock , to make productivity improvements , to select and maintain supply chain
- Conduct safe operations for Material Movement, Cargo Transport and Logistics
- Improve a framework for continual and best in class practices

Who Should Attend?

Those marked for leadership in the organization need to quickly grasp best practice management thinking in order to bridge the gap between Operations Management and Strategic Management. Those who can effectively make this quantum leap in their leadership thinking are destined to reach the top team in their industry. Understanding and planning strategy is a key management skill.

This course is an intensive five day course, for those who want to understand and implement the essential tools for Strategic Planning For Logistics Functions, Managing Materials & Stocks, Supply Chain and Procurement, Cargo & Transport ,Warehousing and Stock Control; Traffic managers, forwarding managers, shipping managers, logistics/supply chain managers and expeditors. Those who are looking for business gains and benefits from managing their supply chains more effectively .Those existing managers/supervisors, who need a "confirmation" of their current operation

Participants are shown how to evaluate procedures and make needed changes to methods to improve customer service whilst achieving resource reductions; eliminate wasteful costs; avoid internal problems that limit performance; obtain added value for money.

Course Outline:

The Science of Strategic Thinking

- Looking Back
- What's happening now? Key Factors
- The Vision: A Note on Strategic Vision
- The Mission
- Actions to match objectives and strategies set for product market areas of business over the next three and one year.
- The final Strategic Plan: Layout of the Plan: A Strategic Plan Template

The Purchasing Function

- The 10 steps of purchasing
- Buyer skills development
- Objectives of supply chain management
- Supplier location and selection
- Types of contracts and purchase orders
- Supplier management
- Quality assurance
- Remedies for non-performance

Negotiation Skills Development

- Foundations of successful negotiations
- Overcoming difficulties in negotiations
- The impact of ethics
- Sharpening your skills
- Establishing negotiating goals
- Effective negotiating strategies
- Effective negotiating techniques
- Moving from confrontation to cooperation

Inventory Management

- Inventory management systems
- Establishing inventory levels
- Supplier managed inventory
- Consignment inventory
- Just in time inventory management
- Obtaining the benefits of standardization
- Utilizing ABC analysis

- Inventory management effectiveness measures

Managing Warehouse Operations

- Warehouse functions and Utilizing warehouse systems;
- Warehouse layout
- Inventory accuracy and cycle counting
- Bar coding identification systems
- Improving warehousing productivity
- Overcoming barriers to performance

Managing Transportation Operations

- Correct application of Inco- terms
- Air carrier selection criteria
- Ocean carrier selection criteria
- Obtaining insurance coverage
- Managing truck delivery operations
- Utilizing modern tracking technology
- Effective use of consolidation
- Measuring transportation performance

International Trade, Cargo & Shipping

- Reasons for International Trade
- Why do people Buy/Sell overseas
- Features of International Trade
- Supply/Demand variables
- International Trade Terms of Sale and Delivery
- Incoterms
- Payments
- Documents
- Insurance
- Logistics viewpoints

Course evaluation and summary

Course Methodology:

A variety of methodologies will be used during the course that includes:

- (30%) Based on Case Studies
- (30%) Techniques
- (30%) Role Play

- (10%) Concepts
- Pre-test and Post-test
- Variety of Learning Methods
- Lectures
- Case Studies and Self Questionnaires
- Group Work

Course Fees:

To be advice as per course location. This rate includes participant's manual, Hands-Outs, buffet lunch, coffee/tea on arrival, morning & afternoon of each day.

Course Certificate:

International Center for Training & Development (ICTD) will award an internationally recognized certificate(s) for each delegate on completion of training.

Course Timings:

Daily Course Timings:

08:00 - 08:20	Morning Coffee / Tea
08:20 - 10:00	First Session
10:00 - 10:20	Coffee / Tea / Snacks
10:20 - 12:20	Second Session
12:20 - 13:30	Lunch Break & Prayer Break
13:30 - 15:00	Last Session