

FY'2015

PUBLIC  
BOOK

★ TRAINING SOLUTIONS FOR A BETTER BUSINESS ★ TRAINING SOLUTIONS FOR A BETTER

**WELCOME TO GLOBAL  
SUPPLY CHAIN GROUP TRAINING!**

The inside cover of a price book isn't the place to start telling you how good we are, what books we have written, what awards we have won or how wonderful our staff are, this is simply price book. The world of supply chain is changing and how you do business today in 2015 is different to how you did business with your customers and suppliers five years ago. 4PL, cost-to-save, SCOR model, modular outsourcing, it's all a bit of a jungle of confusing information.

At GSCG our aim is to cut through the jungle, give you simple supply chain solutions so we can make a dollar and you can save a lot on your consulting fees and supply chain operations. You've come to the great business where people are passionate about what they do, so let's try to join your needs and budget with our spread of training, and get back to doing what we do best which is running our own companies.



**VIVEK SOOD**  
MANAGING DIRECTOR  
GLOBAL SUPPLY CHAIN GROUP

Call 02 8920 0694 or email [training@globalscgroup.com](mailto:training@globalscgroup.com)

## ABOUT OUR TRAINING

- This training provides the highest Return-on-Investment (ROI) – much higher than other projects such as software, consulting and outsourcing.
- We don't just recycle materials from theories and books - we propel your people to action.
- All courses are run by world renowned trainers, authors, thought leaders and supply chain experts. And we have about 30 of them at hand.
- Courses are customised to get the best contribution of your people while they feel good about contributing their best.
- A series of courses at strategic intervals achieves the best results.
- If people are your best resources – then why not set them up for success?

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Supply chain management  
3 day course

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fundamental level

Half day and modular  
trainings

# 3 DAY MBA\* IN SUPPLY CHAIN PRACTICE

**BEST  
VALUE**

- Custom built — You get to choose the content from one day courses and modular courses.
- Save on external consulting fees by utilizing internal human resources.
- Completely private — Bring from 4 to 30 people from the same company.
- The cost is \$7200 per head.
- Buy four to get one additional at half price.
- Buy nine to get one additional free.

\*

Participants receive a certificate personally signed by Dr Wolfgang Partsch—one of the creators of Supply Chain Management in 1980, and also one of the designers of this course





**IF I HAVE SEEN FURTHER IT IS BY  
STANDING ON THE SHOULDERS OF GIANTS**

SIR ISAAC NEWTON

## TOP FIVE BENEFITS

- 1.** A comprehensive body of knowledge in Supply Chain Management — ensure that your people add the most value possible to your business.
- 2.** Customizable content — only the relevant information is imparted to reduce confusion and spur action.
- 3.** Flexible format, deliver 3 days in a row, or with gaps in between — make sure that people can absorb all the material as delivered.
- 4.** Practical material, no mundane, irrelevant theories or equations — ensure people can apply the material to relevant situations straight away.
- 5.** Start from scratch and move to the cutting edge of supply chain management's knowledge base.

## STRUCTURE

### **DAY 1 - FUNDAMENTALS**

Choose any course from Fundamental or Intermediate day programs.

We will work with you further to make sure the content delivered is customized to your organisation and its supply chain needs.

Key messages from management can be incorporated in supply chain games etc. Program runs for a whole day with time for lunch and breaks.

Program incorporates a number of break-out discussions, case studies, games, exercises and presentations to deliver the key messages.

### **DAY 2—INTERMEDIATE**

Choose any course from Fundamental or Intermediate or Advanced day programs.

Similar structure as Fundamentals day.

Can choose two half-day courses if considered more appropriate.

Please talk to us.

### **DAY 3—ADVANCED**

Choose any course from Intermediate or Advanced day programs.

Similar structure as Fundamentals day.

Can choose two half-day courses if considered more appropriate.

Please talk to us.

**MOST  
POPULAR**

# ONE DAY COURSES

## WHEN YOU SHOULD GET YOUR STAFF TO DO ONE DAY COURSES

### TOP FIVE BENEFITS

1. Specialist body of knowledge in one important aspect of supply chain — Train your staff with experts.
2. Cover one topic in-depth or a range of topics — Versatile enough to provide depth or breadth as desired.
3. Can combine two or more courses to provide a wider exposure — Please talk to us for customization.
4. Practical knowledge that really works in your company — See the impact on productivity and effectiveness the next day.
5. Bring everyone to the same, elevated, level of knowledge base — So they can play together and win the supply chain game against your competition.

### FUNDAMENTAL LEVEL

1. When your staff is crying out for training.
2. When your customers are complaining about poor customer service, errors, missed deliveries, poor quality etc.
3. When your suppliers notice, and start 'talking' about it.
4. When your profits are not what you expected.
5. When you wonder what else you could do.

### INTERMEDIATE LEVEL

1. When you know there is more to supply chain than what they tell you.
2. When you want to bring your staff to the same level as yourself.
3. When you know it can be improved and you just wonder how.
4. When you do not have time to personally train them one at a time.
5. When your competition is running rings around your operation and you want to reverse the situation.

### ADVANCED LEVEL

1. When near enough is not good enough.
2. When your profits slump unexpectedly, and you wonder how to reverse the trend.
3. When you want the supply chain to be world-class and you want to play with the best.
4. When customers are abandoning the ship, and you cannot figure out how competition can do what your staff cannot do.
5. When your product range needs a revamp with a rapid NPD (New Product Development) cycle.



**THE MAN WHO DOES NOT READ  
HAS NO ADVANTAGE OVER THE MAN  
WHO CANNOT READ**

MARK TWAIN

# ONE DAY COURSES — ADVANCED LEVEL \*

## STRATEGIC

Five Star Business Network	<b>3360</b>
Supply Chain 3.0 – Benefits and Key Principles	<b>3360</b>
Fire-Ready-Aim (FAR) Innovation and Supply Chain 3.0	<b>2880</b>
Transaction Optimisation Profitability (TOP) and Supply Chain 3.0	<b>2880</b>
Advanced Product Phasing (APP) and Supply Chain 3.0	<b>2880</b>
Outsourcing 3.0 – Never Fail at Outsourcing	<b>2880</b>
Integrated Supply Chain Planning – Finance, Sales and Operations	<b>3200</b>
Strategies beyond Cost-to-Serve Supply Chain	<b>3470</b>
Supply Chain Management for CFOs and Finances Professionals	<b>4400</b>

## TACTICAL

Advanced Inventory Optimisation Strategies	<b>2880</b>
Using Big Data for Profitable Supply Chain Strategies	<b>3470</b>
Modularised Supply Chain Strategies	<b>2880</b>
Theory of UN-Constraint – Creative Supply Chain Strategies	<b>3230</b>
Advanced Information Technology Systems for Supply Chains	<b>2880</b>

## OPERATIONAL

Supply Chain Management for Sales and Marketing Winners	<b>2800</b>
Strategic Sourcing – Advanced Concepts	<b>2880</b>
Supply Chain Integrity – Security, Sustainability and Resilience	<b>2880</b>





# ONE DAY COURSES — INTERMEDIATE LEVEL \*

**ONLY THREE THINGS HAPPEN NATURALLY IN  
ORGANIZATIONS: FRICTION, CONFUSION,  
AND UNDERPERFORMANCE.  
EVERYTHING ELSE REQUIRES LEADERSHIP**

PETER DRUCKER

## STRATEGIC

Cost-of-Service Modelling	<b>2880</b>
Supply Chain Management with Asian Focus	<b>2440</b>
Supply Chain Management in Latin America	<b>2440</b>
Supply Chain Management with European partners	<b>2440</b>
From Logistics Management to Supply Chain Management	<b>2880</b>

## TACTICAL

Sales and Operations Planning	<b>2880</b>
Green Supply Chain Management – Principles and Practice	<b>1770</b>
Advanced Demand Forecasting	<b>1960</b>
Supply Chain Risk Management	<b>2120</b>
How to Get the Best out of Your 3PL	<b>1990</b>

## OPERATIONAL

Lean Six Sigma Supply Chains	<b>2880</b>
Inventory Targeting and Reduction	<b>3200</b>
Supply Chain Process Re-Engineering	<b>1990</b>
Trade and Customs Compliance	<b>1990</b>
Contract Manufacturing – Principles and Best Practice	<b>3200</b>
Procurement Best Practice	<b>1990</b>



Other courses also available on request

# ONE DAY COURSES — FUNDAMENTAL LEVEL \*

## STRATEGIC

Supply Chain Management — Fundamental Principles and Practices	<b>1440</b>
	<b>1970</b>
Supply Chain Strategy and Structure	<b>2380</b>
Supply Chain Performance and Measurement	<b>4400</b>
Building a Five Star Business Network	<b>2880</b>
Strategic Trends in Supply Chain Information Technology	

## EXECUTIONAL

How to Write Business Reports	<b>1970</b>
Hypothesis Driven Problem Solving	<b>2880</b>
Secrets of Air and Ocean Freight Forwarding Management	<b>1440</b>
Contract Logistics	<b>1770</b>
Letter of Credits and Supply Chain Finance	<b>1980</b>

## TACTICAL

The New Inco Terms (UCP 500)	<b>990</b>
Logistics Management — Principles and Practices	<b>1100</b>
Outsourcing and Offshoring	<b>3200</b>
Reverse Logistics and Aftermarket	<b>1400</b>
E-commerce and E-fulfillment	<b>2880</b>
Transportation Networks for Multi modal Operations	<b>1560</b>
Demand Forecasting and Management	<b>2880</b>
Aftermarket and Parts Supply Chain Management	<b>3660</b>
Linear Programming of Supply Chain Operations	<b>2200</b>

## OPERATIONAL

Supply Chain Operation	<b>2880</b>
Warehouse and Distribution Management	<b>1100</b>
Green Supply Chain Management – Key fundamental	<b>2380</b>
Low Cost Country Sourcing LCCS	<b>1440</b>
Sourcing, Procurement and Supplier Management	<b>2240</b>
Inventory Management – Strategies and Practices	<b>1990</b>
Supply Chain Network Design and Optimisation	<b>2810</b>
Operations Scheduling – Principles and Practices	<b>1440</b>
Production Planning and Management	<b>1860</b>



**MOST  
VERSATILE**

# HALF DAY AND MODULAR TRAININGS \*

## TACTICAL

End-to-End Supply Chain

**280**

Supply Chain Risk

**280**

Low Cost Country Sourcing LCCS

**280**

Digital World Dynamics

**280**

## STRATEGIC

Supply Chain Strategy and Structure

**280**

Integration, Collaboration, Compliance, Benchmarking

**280**

Principles and Benefit of Outsourcing

**280**

How to Outsource

**280**

Sourcing, Procurement and Supplier Management

**280**

Inventory Strategies

**280**

Transportation Networks for Multi Modal Hinterland Connectivity

**280**

Supply Chain Trends and Development

**280**

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SCOR Model

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Bull Whip Effect

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Reverse Logistics Supply Chain

**280**

Visibility and Performance Metrics

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Returns Management and Disposition Management Processes

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## EXECUTIONAL

What is Supply Chain

**280**

Warehouse Management

**280**

Air and Ocean Freight Forwarding

**280**

Contracts Logistics

**280**

Aftermarket Services

**280**

**IF YOU THINK EDUCATION IS EXPENSIVE,  
TRY ESTIMATING THE COST OF IGNORANCE**

HOWARD GARDNER



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