

Supply Chain Management Excellence

Deliver business value through supply management which goes beyond traditional cost savings and driving down supplier prices.

To identify value-adding opportunities, supply chain leaders need to systematically approach the full cycle of projects from business need to a sustainable, performing supply solution.

This blended program will develop your supply chain management (SCM) leadership capability to design and deliver strategic supply solutions. You will explore how to: identify key stakeholder needs, conduct market intelligence research, navigate diverse datasets and financial levers that drive desired outcomes, manage contract negotiations and develop core relationships within your organization and external partnerships.

Over three months, you will apply this new knowledge to a real project within your business with the support and expertise of Haskayne faculty, industry practitioners, and peer SCM leaders. In addition, you will practice negotiation strategies to enhance your SCM capabilities required to deliver real value back to your organization and key stakeholders.



Program Delivery: Blended

Commitment: 35 hours

Investment: \$3,975

This program is eligible for grant funding up to five weeks prior to program start.

*Program runs May to September, 2018.
See last page for full program schedule.*

Individual Learning Objectives

Throughout the program, you will:

- Identify the value within the end-to-end supply chain while maintaining a holistic perspective of the entire system
- Develop specific tactics to be an influential, commercial SCM partner to your organization
- Develop evidence-based improvement plan(s) for new and existing supply solutions by effectively integrating market intelligence and spend analysis
- Create supply chain risk mitigation strategies for multi-level supply chain structures
- Prepare and execute contract negotiations that drive strategic business objectives
- Manage conflicting demands of the various internal and external pressures effectively

Who Will Benefit

This program is designed for:

- Directors who need to deepen their supply chain management expertise
- SCM leaders who want to implement a systems approach within their organization
- High potential leaders from multiple backgrounds who have been placed in supply chain roles and are expected to deliver results and make strategic impact

Program Investment

Program investment is \$3,975 per participant and includes the following:

- Virtual program launch and orientation to the virtual learning platform
- Three online modules, two face-to-face (classroom) sessions, integration and practice activities and post program follow-up
- All program materials, online simulations and copyrights

For significant organizational impact and change, consider enrolling a few members of your team. Organizations that enrol multiple participants in the program will receive the added benefit of embedding the concepts and practices of SCM excellence across the organization. In addition, organizations can capitalize on multiple participant savings.



The benefits of rigor in our supply chain has ultimately shown up on the balance sheet, but there are other benefits too that are harder to quantify such as the improved relationships we now have with our suppliers, and how we are better able to fulfill our customers' needs.

Alan Minty

Director, Supply Chain Management for SECURE's Drilling & Production Services' division

Grant Funding

By registering for this program, your organization could be eligible to receive the Canada Alberta Job Grant which will cover up to 2/3 of the program costs. The funding model for Supply Chain Management Excellence is an initial investment of \$3,975. The government will reimburse approximately \$2,650 of that investment, making the final investment approximately \$1,325. An Executive Education team member will be able to assist with the grant application process. For more information: execed@haskayne.ucalgary.ca

Faculty

Rob Handfield, PhD., is the Consulting Editor of the Journal of Operations Management, an adjunct professor at the Haskayne School of Business and a global leader on the future of supply chain strategy and practice. His book, Supply Market Intelligence, is considered the premier managerial handbook on strategic sourcing. He is regularly quoted in periodicals such as the Wall Street Journal. Handfield has consulted with Fortune 500 companies, including Chevron, British Petroleum, Shell, Spectra Energy, Cheniere, DHL Supply Chain, Conoco Phillips and Federal Express. He has led conference workshops for the SCMAC in Toronto, the Institute for Supply Management, and the Negotiation Institute. He has published more than 100 articles in top management journals including Sloan Management Review, IEEE Transactions on Engineering Management and Journal of Product Innovation Management.

Learning Journey

Program launch

Introduction to online learning environment and the future of procurement webinar.



Online Modules

Guided online units and webinars: Learn various concepts and frameworks and application exercises.



Face-to-Face Module

A deep dive into SCME. Engage in experiential learning activities and reflective classroom discussions. Demonstrate your business case application in a class presentation.



Integration and Practice

Develop your negotiation strategy; practice with virtual team via online simulation followed by a webinar debrief.



Supply Chain Management Excellence on-going practice and integration



Post-Program Follow Up

Insights and integration; project implementation plan; continue to practice new concepts and skills within your organization.

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Program Schedule: May - September 2018*

DATE	LEARNING ACTIVITIES	FORMAT	COMMITMENT
30 April	Access to virtual learning system	Online Self-Paced	1 hour
3 May	Program launch: overview, future of procurement, introduction of case study	Webinar	1.5 hours
7 - 20 May	Unit One: Stakeholder engagement and supplier financial analysis, work-based exercise, case study	Online Self-Paced	4 hours
21 May - 3 June	Unit Two: Market intelligence, supplier segmentation work-based exercise, case study continued	Online Self-Paced	4 hour
31 - May	Debrief: Unit one and case study	Live Webinar	1 hour
4 - 18 June	Unit Three: Total cost of ownership, supplier assessment, case study continued, preparation of business case presentations	Online Self-Paced	4 hours
20 June	Supplier relationship management	Classroom**	7 hours
	Continued preparation of business case presentations	Evening working session	2 hours
21 June	Business case presentations, introduction to negotiation simulation	Classroom**	7 hours
22 June - 22 July	Business case presentations, introduction to negotiation simulation	Online Self-Paced	2 hours
26 July	Negotiation simulation	Virtual Platform	2 hours
TBD	Program debrief	Live Webinar	1.5 hours
Aug - Sept	Implementation and Integration	Self-directed	N/A

REGISTER NOW:
haskayneexeced.ca

*Schedule subject to change.

Call 403.220.6600 for group registrations.

For more information on Executive Education
at Haskayne School of Business

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