



**Specialized course in**  
**Supply Chain Management:**

**The Purchasing Process**

**Training plan**



## **The Purchasing Process**

**Supply chain management (SCM)** is the process of **planning, implementing, and controlling the operations of the supply chain as efficiently as possible**. Supply Chain Management spans all movement and storage of raw materials, work-in-process inventory, and finished goods from point-of-origin to point-of-consumption.

Supply chain management must address the following problems:

- Distribution Network Configuration: Number, location and network missions of suppliers, production facilities, distribution centers, warehouses, cross-docks and customers.
- Distribution Strategy: Including questions of operating control (centralized, decentralized or shared); delivery scheme; mode of transportation; replenishment strategy; and transportation control.
- Information: Integration of and other processes through the supply chain to share valuable information, including demand signals, forecasts, inventory, transportation, and potential collaboration etc.
- Inventory Management: Quantity and location of inventory including raw materials, work-in-process and finished goods.
- Cash-Flow: Arranging the payment terms and the methodologies for exchanging funds across entities within the supply chain.

Supply chain execution is managing and coordinating the movement of materials, information and funds across the supply chain.

⇒ The lessons are conducted on face by face basis by **ITALIAN UNIVERSITY PROFESSORS AND ITALIAN SENIOR CONSULTANTS** skilled in the Human Resources field.

⇒ Each module will be conducted during one week through five lectures of 4 hours each.

⇒ At the end of the course, the participants will have a **Certificate of Attendance**.



## Specialized course in Supply Chain Management

### **This course is designed for:**

- Executives middle and first line managers/supervisors
- Consultants in the HR field
- Managers representing private and public sectors
- Young graduates who are searching for a job qualification.

### **Facilities & Services**

- Lectures will take place in standard lecture rooms as well as in fully equipped computer labs with full Internet access.
- We provide participants with studying materials both paper and in electronic format.
- There is a specialized library with books, references and journals in topics related to management development and IT.



## Specialized course in Supply Chain Management

Training program:

| Day | Title                       | Content                                                                                         |
|-----|-----------------------------|-------------------------------------------------------------------------------------------------|
| I   | Introduction                | The purchasing process                                                                          |
| II  | Policies and procedures     | Rule and objectives of purchasing process                                                       |
| III | Supplier quality management | Overview supplier quality management criteria                                                   |
| IV  | Performance measurement     | Purchasing and SCM performance measurements ,factors and indicators for performance measurement |
| V   | Evaluation                  | Building an evaluation system for supplier evaluation and selection                             |

Which **practical skills & business knowledge** will you acquire after successful completion of this course:

- Identifying critical aspects in purchasing process
- To be able in individuation of performance indicators
- To build the decision support system for supplier evaluation and selection.