

# Advanced Course for Category Leaders

NEW  
TRAINING!

**Radisson SAS Royal, Helsinki**  
**26-28 May 2009**



## Improve your organization's Supply Management!

This top training offers comprehensive and practical knowledge for enhancing your organization's supply management processes. Using state-of-the-art cases (MBA level), best practices and discussions on strategic supply management issues, it's not just about learning concepts, but also how to implement them!

The training enables you to benchmark your company against others and to determine areas where there might be room for improvement. Also you can further develop your skills as a supply professional.

The training is perfect for strategic purchasers and (current and future) purchasing managers with relevant commercial experience. Strategy and managerial focus are the keywords for this exciting program.

### As a result of attending this program, participants will be able to:

- » Understand the key elements of Supply Management Excellence
- » Know how other organizations have organized state-of-the-art Supply Management processes
- » Understand how to look at (potentially) supplying factories in terms of Operations Excellence
- » Recognize improvement opportunities within their own organization and build a business case for improvement
- » Facilitate a change management process to implement and anchor on a sustainable basis improvement opportunities in their own organization

### Contents:

Components	Delivery method	Duration
Pre-work	Internet	4 hours
Instructor Lead Training	Classroom	3 days

### Pre-work

Starting point of this course is the participants' self-assessment on the World Class Excellence processes. The e-learning modules give participants an introduction in the World Class Excellence model and lead them through a self-assessment. This will be a starting point for the classroom training and will enable them to apply the learnings in their own practice.

Based on the outcome of the participants' survey, they will go through several MBA cases related to companies with certain state-of-the-art processes. This will encourage them to think on the subjects at hand and prepare them for an effective training course. This will also provide benchmarking opportunities to identify improvement opportunities in participants' own working environment. Participants will furthermore receive the knowledge and the skills to support improvement projects.

Key topics included in the program	Percentage of time
<b>Supply Management Excellence</b> <ul style="list-style-type: none"> <li>» Strategy</li> <li>» World Class Excellence                             <ul style="list-style-type: none"> <li>- Self-assessment</li> </ul> </li> <li>» Lean Manufacturing</li> <li>» Supply Chain Management</li> </ul>	40%
<b>Strategic Processes</b> <ul style="list-style-type: none"> <li>» Outsourcing</li> <li>» Commodity Strategy Development</li> <li>» Manage Supplier Relations</li> <li>» Supplier Development &amp; Quality management</li> </ul>	40%
<b>Implementation/change management</b> <ul style="list-style-type: none"> <li>» Stakeholder involvement / relationship management</li> <li>» Force Field Analysis</li> <li>» Sustainable Change Management process</li> <li>» Constructive Change Management communication</li> </ul>	20%

### Target Audience

#### This advanced program is intended for employees:

- » with supply management experience mastering core supply management skills and with business experience
- » who are expected to initiate improvement/change projects within their respective departments and/or business units

### Trainer

The quality of a training program is to a large degree determined by the quality of the trainer. This is why this advanced program will be led by a highly skilled trainer **Anil Joshi**, experienced in the business context of the category leaders.

His role will not be limited to building participants' competences and supporting them to relate the learnings to their own practice. By challenging the group and motivating them to think beyond their borders, the trainer will ensure participants will get the most out of these three days.

Anil Joshi provides support ranging from strategic business planning to pragmatic operational implementation. His hands-on no-nonsense style is balanced with his understanding of the intricacies

surrounding change management and complex organizational processes. He has worked with multinationals and small medium enterprises in local as well as international settings. Mr. Joshi has worked in consulting, telecom, ICT, HR/personnel services, financial markets and travel sectors. He has also worked for many years as a coach / consultant / interim manager. As a coach he has focused on leadership development.

With a passion for people and developing interpersonal skills, Anil Joshi has developed trainings and workshops on 'The art of persuasion' focusing on 'active listening and body language skills'. Mr. Joshi is fluent in Dutch, English, Hindi and Punjabi. Anil Joshi completed his university education in Asia and holds a Masters in Business Administration majoring in Marketing with supporting fields in Finance and Psychology (Extension Education). He also holds a Bachelor's degree in Science (B.Sc. Medical).

#### Mr. Joshi's top 3 strengths

- » Strategic business planning and implementation
- » Strategic Sourcing workshops
- » Business development and relationship building





## General information

- Date:** 26-28 May 2009
- Venue:** Radisson SAS Royal, Runeberginkatu 2, 00100 Helsinki
- Fee:** **1 950 euro** (+22% VAT) for members of the Finnish Association of Purchasing and Logistics LOGY and LOGYs Purchasing Forum.  
**2 200 euro** (+22% VAT) for non-members of LOGY or LOGYs Purchasing Forum
- Registration:** 12 May 2009 at the latest
- Cancellation policy:** Cancellations received after the last registration date will be subject to a cancellation fee of 50% of the total training costs. If not cancelled, the total amount of the training costs must be paid. Participation can be handed over to a colleague. We wish to receive information of the change before the beginning of the training.
- Accommodation:** Registration fee does not include accommodation. Accommodation in Radisson SAS Royal 170 euro / night. Please make your hotel booking through us (see registration below).
- Additional information:** Managing Director Pekka Aaltonen, LOGY Competence Oy, email: pekka.aaltonen@logy.fi, telephone: +358 9 696 3747.

LOGY Competence reserves the right to change or omit event features, dates and venue. In case of changes, LOGY Competence is not responsible for covering airfare, hotel or other costs incurred by delegates. In case of cancellation, the paid fee is refunded, but above mentioned costs are not.

## Registration

- Internet:** [www.logy.fi/koulutus/advanced](http://www.logy.fi/koulutus/advanced)  
**Email:** [koulutus@logy.fi](mailto:koulutus@logy.fi)  
**Fax:** +358 9 177 675  
**Telephone:** +358 9 6963 744  
**Mail:** Särkiniementie 3, 00210 Helsinki

- I wish to book accommodation in a single room (Radisson SAS Royal)
- I am / my organization is a member of the Finnish Association of Purchasing and Logistics LOGY or LOGYs Purchasing Forum

Name	<input type="text"/>
Title	<input type="text"/>
Organization	<input type="text"/>
Address	<input type="text"/>
Billing address (if not as above)	<input type="text"/>
Telephone	<input type="text"/>
Email	<input type="text"/>

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**[www.logy.fi/koulutus](http://www.logy.fi/koulutus)**