



asci
Leadership through Learning

Programme on

INVENTORY MANAGEMENT

July 30 - August 01, 2018



ADMINISTRATIVE STAFF COLLEGE OF INDIA

SIGNIFICANCE

In today's economy, companies must be able to move large quantities of products quickly to locations across the globe. Overnight delivery methods have drastically altered customers' expectations regarding delivery times. Lead times of four to six weeks are no longer acceptable. Beginning with the management of suppliers, delivering raw materials to goods in various levels of completion in the production process, and management & delivery of finished goods in the distribution channel, each type represents money tied up until the inventory becomes purchased products. In light of these changes, effective inventory management is no longer static. The emphasis is on movement and quick response to changing market demands.

Successful inventory management involves balancing the costs of inventory with the benefits of inventory. Many organizations fail to appreciate fully the true costs of carrying inventory, which include not only direct costs of storage, insurance and taxes, but also the cost of money tied up in inventory. This fine line between keeping too much inventory and not enough is not the managers' only concern. Others include:

- Maintaining a wide assortment of stock - but not spreading the rapidly moving ones too thin.
- Increasing inventory turnover - but not sacrificing service level.
- Keeping stock low - but not sacrificing service or performance.
- Obtaining lower prices by making bulk purchases - but not ending up with slow-moving inventory.
- Having an adequate inventory on hand - but not getting caught with obsolete items.

This programme will equip the participants with the tools and techniques they need to analyse and control inventory - from cost-cutting techniques to day-to-day management and the latest developments in inventory handling.

OBJECTIVES

- To enhance the understanding on how to purchase, plan, manage, and control inventories and materials.

- To promote an active exchange of experiences to evaluate inventory methods, make improvements to the current system, determine optimum inventory levels and analyze replenishment policies.
- To facilitate reduction of excess inventory and investment in the right inventories for better customer service, better investment turnover - and greater profits.

PROGRAMME CONTENT

Some of the modules covered in the programme are:

1. Strategic Implications of Inventory Management
2. Development of Purchase Policy, Plan and Procedures
3. Successful Inventory Optimization Models
4. Inventory Management Systems-Practical Perspectives
5. Strategic Cost Management
6. Warehouse / Stores Management
7. Managing Materials across the Supply Chain
8. Best Practices in Inventory Management

TARGET AUDIENCE

The programme is structured to serve the interest of executives in middle and senior positions in Government, Manufacturing and Service organizations involved in inventory management functions. In particular, the programme will be of special interest to:

Commercial Executives, Materials Managers, Industrial Engineers, Production Controllers, Financial / Cost Accountants, Warehousing Officers, System Analysts and MIS specialists; in short - everyone who carries the burden of maintaining the efficiency of one of the organisation's largest assets - its inventory.

Organisational sponsorship is essential

TRAINING / LEARNING METHODOLOGY

The programme adopts an interactive approach, with a judicious blend of pedagogical tools like Lectures, Case Studies, Simulation Exercises, Group Discussions, Audio Visual Aids and Business Games. The focus is on inter-disciplinary approach for managerial decision-making. Participants will have an opportunity to discuss the inventory

management practices in their organisations. They will also have an opportunity to solve the problems faced by them in the inventory management field. With its rich experience in management training and its contacts with thousands of executives, the College has successfully trained many organisations to adapt modern Inventory Management practices to suit Indian needs.

FACULTY

In addition to the College faculty, eminent practitioners from industry will share their practical experiences with the participants.

VENUE

The programme is fully residential and the participants will be accommodated in single air-conditioned rooms in the College Campus at Hyderabad. The College does not provide accommodation for the family. Transport between Airport / Railway Station and Campus will be arranged by the College. The College is Wi-Fi enabled in a comprehensive way.

DURATION

The Programme duration is from July 30 – August 01, 2018. The participants are expected to arrive a day before the commencement and may leave after the conclusion of the programme.

PROGRAMME FEE

Rs. 34,000/- (US \$690 for foreigners) plus GST as applicable (presently 18%) per participant. The fee covers tuition, board and lodging, courseware (in electronic form) and other facilities of the College including internet usage.

Non-Residential Fee: Rs.28,000/- plus GST as applicable (presently 18%) per participant. The fee covers tuition, course ware (in electronic form) working lunch and other facilities of the College including internet usage.

A discount of 10% on the Programme fee for three or more participants from the same organisation will be given, provided the payment is credited into our Bank account before July 27, 2018.

Note: Kindly forward us the details of Bank/Wire transfer of fee payment indicating the Programme Code(Prg/2018-19/1/32) to income@asci.org.in for confirmation.

Bank details are given below:

For Indian Participants :

Bank Name	State Bank of India
Address line 1	6-3-1092, 1st floor, A Block
Address line 2	Bellavista Branch, Raj Bhavan Road
Address line 3	Hyderabad – 500 082
Beneficiary	
Account Name	Administrative Staff College of India
Bank Account Number	62090698675
Bank MICR No	500002306
NEFT IFSC Code	SBIN0020063

For Foreign Participants:

Bank Account Number	62090698960
Beneficiary Name	Administrative Staff College of India
Swift Code	SBININBBH04
Bank Name	State Bank of India
Branch Address	Bella Vista, Raj Bhavan Road, Somajiguda, Hyderabad -500082
Nostro Account (optional)	6550992180

MEDICAL INSURANCE

The nominees are requested to carry with them the proof of Medical Insurance that is valid in Hyderabad, India. The sponsoring agency is required to endorse the nominees' medical coverage in the event of hospitalisation.

LAST DATE FOR NOMINATION

Please use the prescribed/attached form. Last date for receiving nominations is July 23, 2018. Kindly contact Programmes Officer for further details while sending nominations (contact details are given at the end of the nomination form).

LAST DATE FOR WITHDRAWAL

July 24, 2018. Any withdrawals after this date will entail forfeiture of fee paid.

ASCI ALUMNI ASSOCIATION

Participants of College programmes will automatically become members of ASCI Alumni Association.

CERTIFICATE OF PARTICIPATION

The College issues a Certificate of Participation on conclusion of the Programme.

Programme Director
Prof. B.V.N. SACHENDRA
E-mail: bvns@asci.org.in

ASCI MANAGEMENT DEVELOPMENT PROGRAMMES FOR 2018-19

MANAGEMENT DEVELOPMENT PROGRAMMES

General Management Program for Senior Executives –
Session - July Session 16-Jul-18 10-Aug-18
Advanced Management Program (Study Tour) 30-Jul-18 10-Aug-18

Program for Young Managers 9-Sep-18 23-Sep-18
MDP for Women Executives 26-Nov-18 30-Nov-18
General Management Program for Senior Executives –
Session – January Session 03-Dec-18 07-Dec-18
07-Jan-19 01-Feb-19

BUSINESS COMMUNICATION

Leadership through Self-Discovery 25-Jul-18 27-Jul-18
Individual Excellence for Organizational Effectiveness 26-Nov-18 30-Nov-18
Leadership Skills Development 17-Dec-18 21-Dec-18
Communication Skills for Managers 21-Jan-19 25-Jan-19
Managing Creativity & Innovation 04-Mar-19 06-Mar-19

ECONOMICS

Financial Systems, Management and Accountability in Government 26-Nov-18 30-Nov-18
Assessment and Monitoring of Business Performance 21-May-18 23-May-18
Creating Development Roadmap for India through Sustainable
Development Goals: Vision 2030 05-Sep-18 07-Sep-18

ENERGY

Regulating Electricity Tariffs and Related Issues 17-Sep-18 21-Sep-18
Renewable Energy Regulation 21-Jan-19 23-Jan-19
Smart Grid Technology and its Application in Power Sector 10-Dec-18 12-Dec-18

ENVIRONMENT

Environmental Impact Assessment for Projects 11-Jun-18 13-Jun-18
SDGs and Climate change: Opportunities and challenges of
adaptation and mitigation 03-Dec-18 05-Dec-18
Climate Change Adaptation and Disaster Risk Reduction 04-Feb-19 06-Feb-19
Sewage Treatment Plants – Design Principles O&M Practices 07-May-18 09-May-18

FINANCE

Finance for Non-Finance Executives 10-Dec-18 12-Dec-18
Infrastructure Financing 19-Nov-18 23-Nov-18
Entreprise Risk Management 04-Feb-19 07-Feb-19
Strategies for Cost Leadership 23-Jan-19 25-Jan-19
Advanced Financial Management 11-Feb-19 13-Feb-19

HEALTH CARE MANAGEMENT

Certificate Course in Health Care Quality 28-Nov-18 30-Nov-18

HUMAN RESOURCES DEVELOPMENT

Best Practices and Innovation in Health Care Delivery 14-Nov-18 16-Nov-18
Ensuring Health Care Quality: Risk Management and Innovation 16-Jan-19 18-Jan-19
Educational Leadership for Senior Officials of Universities/
Educational Institutions 06-Jun-18 08-Jun-18
Program on Ethics and Values in Administration 20-Jun-18 22-Jun-18
Program for Enhancing Skills of Young Women Professionals 24-Sep-18 28-Sep-18
Programme on Conflict Management and Negotiation Skills 10-Dec-18 12-Dec-18
Programme on Building and Leading Effective Teams 04-Feb-19 08-Feb-19
Enhancing Managerial Effectiveness 23-Jul-18 25-Jul-18
Personal Effectiveness 17-Sep-18 19-Sep-18
Leading with Emotional Intelligence 22-Oct-18 26-Oct-18
Positive Organizational Behaviour 04-Feb-19 06-Feb-19
Decision Making for Effective Leadership 18-Feb-19 20-Feb-19
Managing Recruitment, Selection and Induction 07-May-18 09-May-18
Team Dynamics: Activity Based Approach 10-Dec-18 14-Dec-18
HR Analytics 11-Jun-18 13-Jun-18
HR Audit and Analytics 03-Sep-18 05-Sep-18
Effective Trade Union 05-Nov-18 09-Nov-18
Leadership Engagement and Development 10-Dec-18 14-Dec-18

Enhancing Interpersonal Effectiveness through Transactional Analysis 18-Feb-19 20-Feb-19
Strategic Human Resource Management with International Study Tour 11-Mar-19 23-Mar-19

INFORMATION TECHNOLOGY

e-Procurement 25-Jun-18 27-Jun-18
Research Excellence in Organizations 08-Aug-18 10-Aug-18
E-learning and Digital Education 24-Sep-18 26-Sep-18
Strategic R & D Management 10-Dec-18 12-Dec-18
Leveraging Big Data and Analytics 19-Dec-18 21-Dec-18

INFRASTRUCTURE DEVELOPMENT

Housing for All: Attaining the National Agenda 21-Jun-18 23-Jun-18
Urban Infrastructure Project Preparation and Management 27-Sep-18 29-Sep-18
Urban Infrastructure Project Preparation and Management 07-Feb-19 09-Feb-19

LAND ACQUISITION, RESETTLEMENT AND REHABILITATION

Social Impact Assessment 09-Apr-18 13-Apr-18
ASCI-NRCR Joint Certificate Program in Improved Management of
Land Acquisition, Resettlement and Rehabilitation 16-Apr-18 29-Apr-18
Corporate Social Responsibility:
Need Identification to Impact Assessment 09-Jul-18 13-Jul-18
Effective Land Acquisition, Resettlement and Rehabilitation 24-Sep-18 28-Sep-18
Index-based Crop Insurance-Concepts, Design and Implementation 17-Dec-18 19-Dec-18

MARKETING

Customer Centric Brand Management 04-Oct-18 06-Oct-18
High Impact Sales Management 10-Dec-18 15-Dec-18
Creating Social Value Through Corporate Social Responsibility 14-Jan-19 16-Jan-19

OPERATIONS

Procurement Procedures for World Bank Aided Projects 16-Jul-18 27-Jul-18
Inventory Management 30-Jul-18 01-Aug-18
Project and Contract Management 24-Sep-18 28-Sep-18
Procurement Procedures for World Bank Aided Projects 19-Nov-18 30-Nov-18
Materials and Supply Chain Management 03-Dec-18 07-Dec-18
Project and Contract Management 07-Jan-19 11-Jan-19
Procurement Procedures for World Bank Aided Projects 11-Feb-19 22-Feb-19

PUBLIC POLICY GOVERNANCE AND PERFORMANCE

SDGs and Good Governance 25-Mar-19 29-Mar-19

POVERTY STUDIES AND RURAL DEVELOPMENT

Capacity Building Program on Rural Industrial Development
and Entrepreneurship 07-Jan-19 11-Jan-19

STRATEGIC MANAGEMENT

Developing Strategic Mindset for Functional Managers 23-Jul-18 27-Jul-18
Creating Progressive Boards 17-Sep-18 19-Sep-18
Driving performance through Transformational Leadership 18-Feb-19 22-Feb-19

URBAN GOVERNANCE

Integrated Solid Waste Management 16-Apr-18 18-Apr-18
Towards Universal Sanitation in Urban Areas 11-Jun-18 13-Jun-18
Public Private Partnership in Urban Infrastructure and Service Delivery 09-Aug-18 11-Aug-18
Change Management for Achieving Continuous Water Supply (24/7)
For All In Urban Areas 29-Nov-18 01-Dec-18
Faecal Sludge Septage Management 21-Jan-19 23-Jan-19
International Certification Programme – Change Management
for Achieving Continuous Water supply for All in Urban Areas -
(India , Jerusalem and Tel Aviv, Israel)
Creating and Managing Digital Presence 21-Jun-18 23-Jun-18
Water Sanitation and Hygiene in Schools 21-Jun-18 23-Jun-18
Non-Revenue Water and Water Loss Control Management:
Smart Solution for Indian Cities 09-Jul-18 11-Jul-18
Infrastructure Planning and Implementation for Smart Cities 19-Sep-18 21-Sep-18
Towards Zero Waste- Decentralised Solid Waste Management 28-Jun-18 30-Jun-18



Administrative Staff College of India

Bella Vista, Raj Bhavan Road, Khairatabad,
Hyderabad - 500 082, India.

Telefax (Programmes Office) : 0091-040-23324365

Phone : 0091-040-66534247, Mobile: 9246203535

Fax : 0091-40-66534356, E-mail: poffice@asci.org.in

Delhi Campus

C-24, Institutional Area

South of IIT, Behind Qutub Hotel

New Delhi - 110 016

Phone Nos: 011 - 26962204, 26961750, 26961850

Website : <http://www.asci.org.in>



ADMINISTRATIVE STAFF COLLEGE OF INDIA

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email: poffice@asci.org.in, URL: <http://www.asci.org.in>

Prof. B.V.N. Sachendra
Programme Director

April 11, 2018

Dear Sir/Madam,

Programme on
INVENTORY MANAGEMENT
(July 30- August 01, 2018)

If money makes the world go around, inventory makes logistics go around. The planning, storing, moving and accounting for inventories are the basis for business success.

Administrative Staff College of India undertakes extensive training, consultancy and research in the field of Inventory Management. I am glad to inform you that the College is running its next three day training programme on Inventory Management from July 30- August 01, 2018.

Despite all the initiatives to reduce inventory in the supply chain, there remain legitimate, value-added forms of inventory including service inventory, pipeline inventory, contingency inventory, safety stock, efficient manufacturing inventory and efficient procurement inventory. Managing the inventories to simultaneously increase fill rates and inventory turns is the basis for the principles featured in this training programme.

We request you to attend and nominate your executives involved in the related functions for the programme. Please do not hesitate to get in touch with me if you need any clarifications or additional information. I can be reached at **040-66534273** or **bvns@asci.org.in**

We are enclosing the Brochure and the Nomination Form. Kindly ensure that the nomination form reaches us by **July 23, 2018**.

Please note that the nominees are requested to carry with them the proof of Medical Insurance. The sponsoring agency is required to endorse the nominees' medical coverage in the event of hospitalization.

Looking forward to the pleasure of hearing from you.

Yours Sincerely

B.V.N. Sachendra

Encl: Brochure and Nomination Form



ADMINISTRATIVE STAFF COLLEGE OF INDIA
Bella Vista, Raj Bhavan Road, Hyderabad - 500 082, India

Nomination Form
Programme on
INVENTORY MANAGEMENT
(July 30-August 01, 2018)

Nominee's Contact Information

Name (Mr/Ms) _____	Date of Birth : _____
Designation : _____	Qualification : _____
Organisation : _____	
Address : _____	
Phone(s) : Office: _____ Mobile: _____ Home: _____	
e-mail : _____	Fax : _____

Sponsors Details

Name of the Sponsoring Authority: _____	Designation: _____
Organisation : _____	
GSTIN Number: _____	
Address : _____	
_____	Pincode : _____
Phone(s) : Office: _____ Mobile: _____	
e-mail : _____	Fax : _____

Fee particulars

Amount Payable :	Mode of Payment (DD/Ch/NEFT) :
Name of the Bank :	Date of Instrument/Transfer :
Instrument Number :	UTR Number for NEFT

Medical Insurance :

Name of the Insurance Agency	Policy Number	Validity upto

Note: Coverage should be available in Hyderabad, India.

Signature and Official Seal of the Sponsoring Authority :

NOTE : Forward nomination form to : **Mr. G. Srinivas Yadav, Programmes Officer**, Administrative Staff College of India, Bella Vista, Hyderabad-500 082. Phone : 0091-40-66534247, 66533000, Mobile: 9246203535, Fax: 0091-40-66534356, e-mail: poffice@asci.org.in