



asci
Leadership through Learning

Programme on
MATERIALS AND SUPPLY CHAIN MANAGEMENT
November 27 - December 01, 2017



INTRODUCTION

Whatever business you are in - be it Service or Manufacturing, you can clearly identify a chain of activities and organizations linking your smallest supplier to your ultimate customer. The success of your organization, today, is no more measured by the superiority of its products / services nor by its market share alone, but also by its ability to respond to the fast changing customer requirements. The advent of globalization transformed the business environment worldwide, resulting in highly unstable, unpredictable demand intensities and shrinkage of life cycles. Gone are the days when organizations were competing with one another and days have come where Supply Chains are competing with one another.

Organizations, today, have to necessarily optimize effectiveness and efficiency at systems' level by collaborating across their Supply Chains. Managing Materials across the Supply Chain is not only an opportunity but is also a necessity for organizations to improve their competitiveness and of course, their performance. The scale of opportunity is immense for almost every business including those who are doing very well. The more efficient a business is in managing its Supply Chain, the cheaper and more reliable the operation becomes.

OBJECTIVES

To enhance the understanding on the key issues in Customer-centric Supply Chains.

- To highlight the increasing significance and contribution of Materials and Supply Chain Management to business results and illustrate how to cope with uncertainty in Supply Chains.
- To promote an active exchange of experiences to evaluate Materials Management methods, make improvements to the current Materials Management System, determine Optimum Inventory levels, and analyze Replenishment Policies.
- To facilitate Reduction of Excess Inventories and Investment in Right Materials for better Customer Service, better Investment Turnover, and of course, Greater Profits.

CONTENT

The modules covered in the programme are:

- Strategic Implications of Supply Chain Management
- Optimization Models for Managing Stocks
- Modern Inventory Systems
- Warehouse Management
- International Commercial Terms
- Management of Outsourcing
- Supply Chain Solutions and e - Commerce
- Legal Issues in Managing Contracts

PEDAGOGY

The pedagogy would include a right blend of lectures, discussions, simulation exercises and management games.

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 Materials and Supply Chain Management functions. In particular, the programme will be of special interest to :

Commercial Executives, Materials Managers, Industrial Engineers, Production Controllers, Financial/Cost Accountants, Purchase Managers / Engineers, Warehousing Officers, Distribution Managers, System Analysts and MIS Specialists; in short - every executive who is directly responsible for functions related to Materials and Supply Chain Management and carries the burden of maintaining the efficiency of one of the organizations primary assets - its inventory. The programme will also be useful to the executives of the general management team who interact closely with Marketing, Materials and Supply functions.

VENUE

The programme is fully residential and the participants will be accommodated in air conditioned single rooms. The college does not provide accommodation for the family. College will arrange

transport between airport / railway station and venue. The College is WiFi enabled in a comprehensive way.

DURATION

The programme duration is from November 27 - December 01, 2017. The participants are expected to arrive a day before commencement and may leave after the conclusion of the programme.

PROGRAMME FEE

Rs.54,000/- (US \$1840 if foreign) plus 18% GST per participant will be charged to cover tuition, boarding and lodging, courseware(in electronic form) and other facilities of the College including Internet usage.

Rs.46,500/- plus 18% GST will be charged per Indian participant (not availing hostel accommodation) to cover 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 made in to our Bank account before Friday, November 24, 2017. Bank details are given below.

For Foreign Participants:

Receiver's	Bank of America, New York (SWIFT: BOFAUS3N)
Correspondent Bank	Via Chips ABA 0959 for Account UID 002473 Via Fedwire 026009593
For Credit of	State Bank of India, Treasury Department, Mumbai, India, SWIFT BIC – SBININBBH04 Nostro A/c No.6550992180.
Ultimate Beneficiary	Administrative Staff College of India, Account No.62090698960, State Bank of India, Bellavista, Raj Bhavan Road Branch, Hyderabad.

For Indian Participants :

Bank Particulars

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

Organisational sponsorship is essential

Note: Details of Bank / Wire transfer may be sent to fo@asci.org.in for confirmation.

MEDICAL INSURANCE

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

LAST DATE FOR NOMINATION

Please use the prescribed/attached form. Last date is November 13, 2017. Kindly contact Programmes Officer for further information (contact details are given at the end of the nomination form).

LAST DATE FOR WITHDRAWAL

November 20, 2017. Any withdrawals after this date will entail forfeiture of fee paid, if any.

ASCI ALUMNI ASSOCIATION

Participants of the College programmes will automatically become members of the 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
email: bvns@asci.org.in

ASCI MANAGEMENT DEVELOPMENT PROGRAMMES FOR 2017-18

MANAGEMENT DEVELOPMENT PROGRAMMES

Effective Land Acquisition, Resettlement & Rehabilitation (LARR)	09-Oct-2017	13-Oct-2017
Programme for Young Managers	30-Oct-2017	03-Nov-2017
"General Management Programme for Middle Level Executives"	30-Oct-2017	09-Nov-2017
MDP for Women Executives	20-Nov-2017	24-Nov-2017
General Management Programme for Senior Executives (SEC)-130	08-Jan-2018	02-Feb-2018
ASCI-NRCR Joint Certification Course on Improved Management of Land Acquisition, Resettlement & Rehabilitation (LARR)	29-Jan-2018	09-Feb-2018

ECONOMICS

Financial Systems, Management and Accountability in Government - New Delhi	12-Nov-2017	16-Nov-2017
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FINANCE

Credit Monitoring & Follow-up in Banks/FIs	22-Nov-2017	24-Nov-2017
Finance for Non-Finance Executives	05-Dec-2017	07-Dec-2017
Strategies for Cost Leadership	08-Jan-2018	10-Jan-2018
Treasury and Risk Management in Banks/FIs	22-Jan-2018	24-Jan-2018
Business Collaborations - Strategic Alliances, Joint Ventures and Acquisitions	30-Jan-2018	01-Feb-2018
Business Risk Management	05-Feb-2018	09-Feb-2018
Advanced Financial Management	13-Feb-2018	15-Feb-2018
Evaluating and Financing Public Private Partnership Projects	26-Feb-2018	02-Mar-2018

HEALTHCARE MANAGEMENT

Certificate Course in Healthcare Quality	10-Jan-2018	12-Jan-2018
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HUMAN DEVELOPMENT

Risk Management, Quality and Audit in Hospitals	25-Oct-2017	27-Oct-2017
Best Practices and Innovations in Health Care Delivery	15-Nov-2017	17-Nov-2017
Educational Leadership for Senior Level Officials of Universities/Educational Institutions	22-Jan-2018	24-Jan-2018

HUMAN RESOURCE MANAGEMENT

HR Audit & Analytics	04-Sep-2017	06-Sep-2017
Personal Effectiveness	11-Sep-2017	13-Sep-2017
"Abhivyakti - Building Personality and managing stress using stories and theatre"	25-Sep-2017	27-Sep-2017
Leading with Emotional Intelligence	23-Oct-2017	27-Oct-2017
Effective Trade Union Management	06-Nov-2017	10-Nov-2017
Improving Work Culture	20-Nov-2017	22-Nov-2017
Good Governance and Sustainability through HR Practices	27-Nov-2017	29-Nov-2017
Individual Excellence for Organizational Effectiveness	27-Nov-2017	01-Dec-2017
Leadership Engagement and Development	04-Dec-2017	08-Dec-2017
Conflict Management and Negotiation Skills	11-Dec-2017	13-Dec-2017
Team Dynamics- Activity Based Approach	11-Dec-2017	15-Dec-2017
Leadership Skills Development	18-Dec-2017	22-Dec-2017
Values Driven Leadership	08-Jan-2018	10-Jan-2018
Effective Learning and Development	08-Jan-2018	12-Jan-2018
Communication Skills for Managers	29-Jan-2018	02-Feb-2018

Building and Leading Effective Teams	05-Feb-2018	09-Feb-2018
Enhancing Interpersonal Effectiveness through Transactional Analysis	05-Feb-2018	07-Feb-2018
Positive Organizational Behaviour	12-Feb-2018	14-Feb-2018
"Strategic Human Resource Management with International Study Tour (Singapore and Malaysia)"	12-Feb-2018	24-Feb-2018
Decision Making for Effective Leadership	19-Feb-2018	23-Feb-2018
Strategic Human Resource Management	26-Feb-2018	02-Mar-2018
Managing Creativity & Innovation	06-Mar-2018	08-Mar-2018

INFORMATION TECHNOLOGY

Leveraging Big Data and Analytics	20-Dec-2017	22-Dec-2017
IT Enabled Knowledge Management	29-Jan-2018	31-Jan-2018
e-Learning and Digital Education	26-Mar-2018	28-Mar-2018

INFRASTRUCTURE DEVELOPMENT

Homes for All: Attaining the National Agenda	23-Nov-2017	25-Nov-2017
Urban Infrastructure Project Preparation and Management	22-Feb-2018	24-Feb-2018

INNOVATION AND TECHNOLOGY

Strategic R & D Management	11-Dec-2017	13-Dec-2017
Managing Strategic Innovation	22-Jan-2018	24-Jan-2018

MARKETING

Customer-Centric Brand Management	04-Sep-2017	06-Sep-2017
Creating Social Value Through Corporate Social Responsibility	11-Dec-2017	13-Dec-2017

OPERATIONS

Project and Contract Management	04-Sep-2017	08-Sep-2017
Procurement Procedures for World Bank Aided Projects	06-Nov-2017	17-Nov-2017
Project and Contract Management	08-Jan-2018	12-Jan-2018
Procurement Procedures for World Bank Aided Projects	12-Feb-2018	23-Feb-2018

PUBLIC POLICY GOVERNANCE AND PERFORMANCE

Translating Entrepreneurship to Enterprise	04-Dec-2017	08-Dec-2017
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STRATEGIC MANAGEMENT

Strategic Agility under Uncertainty	23-Oct-2017	25-Oct-2017
Driving performance through transformational Leadership	19-Feb-2018	23-Feb-2018

URBAN GOVERNANCE

"International Certification Programme - Change Management for Achieving Continuous Water Supply for All in Urban Areas - Phase - I	ASCI	ASCI
Study Tour: (India & Tel Aviv & Jerusalem in Israel) - Phase - II	Intimate Later	Intimate Later
Public Private Partnership in Urban Infrastructure & Service Delivery	21-Aug-2017	23-Aug-2017
GIS for Governance- Decision Support System	04-Sep-2017	06-Sep-2017
"International Training Programme on Smart Cities - Study Tour: (India & China)"	23-Oct-2017	31-Oct-2017
Towards Universal Sanitation in Urban Areas	11-Dec-2017	13-Dec-2017
GIS for Urban Development	18-Jan-2018	20-Jan-2018
Public Private Partnership in Urban Infrastructure & Service Delivery	07-Feb-2018	09-Feb-2018
Integrated Solid Waste Management	12-Mar-2018	14-Mar-2018



Administrative Staff College of India

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

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Phone : 0091-40-66534247, Mobile: 9246203535

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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

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

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Prof. B.V.N. Sachendra
Programme Director

August 17, 2017

Programme on **MATERIALS AND SUPPLY CHAIN MANAGEMENT** (November 27 – December 01, 2017)

Dear Sir/Madam,

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

You may be aware of the extensive training, consultancy and research we undertake at the Administrative Staff College of India in the field of Materials and Supply Chain Management in the Indian Setting. Despite all the initiatives to reduce material levels in the supply chain, there remain legitimate, value-added forms of inventory in the supply chain including service inventory, pipeline inventory, contingency inventory, safety stock, efficient manufacturing inventory and efficient procurement inventory.

I am glad to inform you that the College is conducting the next five day training programme on Materials and Supply Chain Management during November 27 - December 01, 2017. Managing the materials to simultaneously increase fill rates and inventory turns is the basis for the principles featured in this programme.

We will appreciate if you 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. You can reach me at bvns@asci.org.in

I am enclosing the Brochure and the Nomination Form. Kindly ensure that the nomination form reaches us by November 13, 2017

Please note that the nominees are requested to carry with them the proof of Medical Insurance. The Sponsoring Agency is required to endorse the nominee's 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



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

Nomination Form
Programme on
MATERIALS AND SUPPLY CHAIN MANAGEMENT
November 27 - December 01, 2017

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 : _____	
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 of the Sponsoring Authority :

NOTE :Forward nomination form to : **Ms. V. Naga Swapna, Programmes Officer**, Administrative Staff College of India, Bella Vista, Hyderabad-500 082. Phone : 0091-40-66534247, 66533000, Mobile: 9246203535, Telefax: 0091-040-23324365, Fax : 0091-40-66534356, e-mail: poffice@asci.org.in