



asci
Leadership through Learning

ADMINISTRATIVE STAFF COLLEGE OF INDIA

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Prof. B.V.N. Sachendra
Programme Director

September 20, 2018

Programme on **MATERIALS AND SUPPLY CHAIN MANAGEMENT**

(December 3 - 7, 2018)

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 December 3 - 7, 2018. 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 26, 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 nominee's Medical coverage in the event of hospitalization.

Looking forward for the pleasure of hearing from you.

Yours sincerely

B.V.N. Sachendra

Encl : Brochure & Nomination form

Programme on

MATERIALS AND SUPPLY CHAIN MANAGEMENT

December 03-07, 2018



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.

Organisational sponsorship is essential

VENUE

The programme is fully residential and the participants will be accommodated in air conditioned single occupancy rooms. The College does not provide accommodation for the family. The 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 **December 3 - 7, 2018**. The participants are expected to arrive a day before commencement and may leave after conclusion of the programme.

PROGRAMME FEE

Residential **Fee: Rs. 54,000/-** (US \$1100 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. 46,500/- 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 November 30, 2018.

Note: Kindly forward us the details of Bank/Wire transfer of fee payment indicating the Programme Code (Prg/18-19/1/69) to e-mail: income@asci.org.in for confirmation.

Bank details are given below:

For Indian Participants :

Bank A/c Number 62090698675
Beneficiary Name Administrative Staff College of India
IFSC Code SBIN0020063
Bank Name State Bank of India
Branch Address Bellavista Branch,
Raj Bhavan Road,
Somajiguda, Hyderabad - 500 082

For Foreign Participants:

Bank A/c Number 62090698960
Beneficiary Name Administrative Staff College of India
Swift Code SBININBBH04
Bank Name State Bank of India
Branch Address Bellavista Branch, Rajbhavan Road,
Somajiguda, Hyderabad - 500 082.
Nostro Account 6550992180
(Optional)

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 for receiving nomination form is **November 26, 2018**. Kindly contact Programmes Officer for further details (contact details are given at the end of the nomination form).

LAST DATE FOR WITHDRAWAL

November 27, 2018. Any withdrawals after this date will entail forfeiture of fee paid.

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 2018-19

MANAGEMENT DEVELOPMENT PROGRAMMES

Programme for Young Managers	26-Nov-2018	30-Nov-2018
MDP for Women Executives	03-Dec-2018	07-Dec-2018

BUSINESS COMMUNICATION

Leadership through Self-Discovery	24-Oct-18	26-Oct-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-2018	30-Nov-2018
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ENERGY

Smart Grid Technology and its Application in Power Sector	10-Dec-18	12-Dec-18
Renewable Energy Regulation	21-Jan-19	23-Jan-19

ENVIRONMENT

Regulations & EMP for Common Environmental Infrastructure	12-Nov-18	15-Nov-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

FINANCE

Infrastructure Financing	19-Nov-18	23-Nov-18
Finance for Non-Finance Executives	10-Dec-18	12-Dec-18
Strategies for Cost Leadership	23-Jan-19	25-Jan-19
Enterprise Risk Management	04-Feb-19	08-Feb-19
Advanced Financial Management	11-Feb-19	13-Feb-19

HUMAN RESOURCE DEVELOPMENT

Enhancing Skills of Young Women Professionals	01-Oct-18	05-Oct-18
Leading with Emotional Intelligence	22-Oct-18	26-Oct-18
Effective Trade Union Management	12-Nov-18	16-Nov-18
Best Practices and Innovation in Health Care Delivery	14-Nov-18	16-Nov-18
Improving Work Culture	19-Nov-18	21-Nov-18
Conflict Management and Negotiation Skills	10-Dec-18	12-Dec-18
Leadership Engagement and Development	10-Dec-18	14-Dec-18
Team Dynamics: Activity Based Approach	17-Dec-18	21-Dec-18
Personal Effectiveness	7-Jan-19	9-Jan-19
Ensuring Health Care Quality: Risk Management and Innovation	16-Jan-19	18-Jan-19
Building and Leading Effective Teams	04-Feb-19	08-Feb-19
Positive Organizational Behaviour	04-Feb-19	06-Feb-19

Decision Making for Effective Leadership	18-Feb-19	20-Feb-19
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

Leveraging Big Data and Analytics	19-Dec-18	21-Dec-18
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INFRASTRUCTURE DEVELOPMENT

Urban Infrastructure Project Preparation and Management	07-Feb-19	09-Feb-19
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INNOVATION AND TECHNOLOGY

Strategic R & D Management	10-Dec-18	12-Dec-18
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LAND ACQUISITION, RESETTLEMENT AND REHABILITATION

Index-based Crop Insurance-Concepts, Design and Implementation	17-Dec-18	19-Dec-18
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MARKETING

Customer Centric Brand Management	04-Oct-18	06-Oct-18
High Impact Sales Management	10-Dec-18	14-Dec-18
Creating Social Value Through Corporate Social Responsibility	21-Jan-19	23-Jan-19

OPERATIONS

Project and Contract Management	24-Sep-18	28-Sep-18
Procurement Procedures for The 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 The World Bank Aided Projects	11-Feb-19	22-Feb-19

PUBLIC POLICY GOVERNANCE AND PERFORMANCE

Sustainable Development Goals and Good Governance	25-Mar-19	29-Mar-19
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POVERTY STUDIES AND RURAL DEVELOPMENT

Capacity Building Programme on Rural Industrial Development and Entrepreneurship	07-Jan-19	11-Jan-19
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STRATEGIC MANAGEMENT

Driving Performance through Transformational Leadership	18-Feb-19	22-Feb-19
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URBAN GOVERNANCE

Creating and Managing Digital Presence	4-Oct-18	6-Oct-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
Towards Universal Sanitation in Urban Areas	04-Feb-19	06-Feb-19



Administrative Staff College of India

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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

(December 3 - 7, 2018)

Nominee's Contact Information :

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

Sponsor's Details

Name of the Sponsoring Authority _____	Designation _____
Organisation :	_____
GSTIN :	_____
Address :	_____

	Pincode : _____
Phone(s) :	(Off) : _____
	(Mobile) : _____
e-mail :	_____
	Fax : _____

Fee Particulars

Amount Payable :	_____	Mode of Payment (DD/Chq/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 Seal of 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