



Aligning Supply Chain Organizations

Overview

Your complex supply chain relies on alignment in three critical areas to facilitate success: 1) between the supply chain and strategic objectives, 2) between function and process areas within the supply chain, and 3) between the organization and its suppliers and partners. Learn how to coordinate initiatives so that your enterprise functions seamlessly in service of the ultimate judge—your customers.

Who Should Attend

This program benefits those in a senior management or executive role responsible for supply chain oversight. Titles of participants have included:

- Director, US Supply Chain
- Vice President, Global Supply Chain
- Senior Supply Chain Research Analyst
- Logistics Management Specialist
- Manager of Customer Satisfaction

Program Benefits

Improve your ability to:

- Collaborate for increased profits, reduced costs, and improved visibility
- Smooth fluctuations in demand and synchronize supply and demand
- Enhance customer service, reduce stock outs, and improve product line ROIs
- Execute better supply chain performance through meaningful use of shared information and proven collaborative methodologies like CPFR, S&OP, and IBP/IBM

At Penn State

2-Day Short Course

Location: University Park, PA

This course fulfills a requirement for the Professional Certificate in Supply Chain Management, Supply Chain Leadership, or Supply Chain Leadership w/ Emphasis in Organizational Performance.

Please see our Schedule on the web for current dates.

Value For You & Your Organization

Companies that understand how to successfully implement supply chain strategies related to collaboration, alignment, and synchronization quickly realize cost savings and are resilient through all economic climates. Our award-winning teachers, researchers, consultants, and practitioners understand today's leaders and the critical challenges they face. They will offer guidance before, during, and after each program.

“As the leader of the Global Supply Chain function, I’m better prepared to develop collaboration processes with internal functions and customers. Even though the process has already started, the course provided more insight on the +/- of doing things correctly with a strong consideration to change management issues.”

Pedro Menendez

Vice President, Global Supply Chain
USG Corporation

Program Content

This program is taught by the very best business faculty and experienced practitioners from top organizations who will help you tie critical new perspective, concepts, and techniques to immediate application in the workplace.



Partner Alignment

- Managing supply chains in the 21st Century
- Building and maintaining trust in a business partnership
- Leveraging people, processes, and technology for supply chain success



External Collaboration

- Practical insights from industry leaders
- Industry case study to understand trading partner collaboration
- Coordinated demand and supply planning



Internal Collaboration

- Sales and Operations Planning (S&OP) and implementation priorities
- Concept of Consensus Forecasting
- Integrated Business Planning (IBP) and Integrated Business Management (IBM)



Alignment Challenges

- Identifying and understanding key issues and challenges relating to supply chain collaboration and alignment
- Benchmarking your firm's alignment for integrated business performance
- Assessing progress toward resolution

Pricing

- **\$2,150** covers tuition, materials, lunch, breaks, and the group dinner only (you are responsible for lodging, travel, and "on your own" dinners)
- **\$2,600** includes above plus meals and lodging at the Nittany Lion Inn or The Penn Stater (you are responsible for travel)

Discounts

A 20% discount is available for:

- DoD or government employees
- Penn State Alumni
- Teams of three or more attending this program from one company
- CSCR Corporate Sponsors & other affiliated groups

Earn a Professional Certificate

Grow your career and increase the value you bring to your organization. Earn a Professional Certificate in Strategy and Organizational Performance or Supply Chain by taking a series of three programs, in any order, over any period of time. Visit our website for full details.

Custom Learning Solutions

We work with organizations to create custom learning solutions focused on your unique goals, challenges, and performance needs. Your solution may be a single intervention, a virtual experience, or a multi-session program supporting long-term change initiatives. Please call us to learn more.

Our Learning Solutions Associates are ready to assist you with course reservations or additional details. For information on our full portfolio of offerings—including custom learning opportunities—call or visit us on the web.

800-311-6364 | psep.smeal.psu.edu



PennState
Smeal College of Business

Penn State
Executive Programs