



# Developing Strategic Supply Chain Leaders

## Overview

Learn how to orchestrate supply chain speed, flexibility, and competitive differentiation. Develop a more innovative supply chain and get teams throughout your organization working toward the same goals. This program pairs practical action learning and coaching with new knowledge, tools, and perspectives to address critical challenges and manage change.

## Who Should Attend

This program benefits upper-middle and senior-level leaders responsible for the development and management of supply chain strategy. Titles of participants have included:

- Global Supply Chain Director
- Sales & Operations Planning Manager
- Executive Manager, Purchasing, Warehousing, and Inventories

## Program Benefits

Improve your ability to:

- Understand the role of strategic leaders
- Develop supply chain systems that are aligned with organizational strategy
- Communicate initiatives and outcomes to the executive team or boardroom
- Link customer needs and supplier capabilities
- Differentiate your organization through supply chain innovation and value creation
- Target opportunities for performance improvement

## At Penn State

### 3-Day Short Course

**Location: University Park, PA**

This course fulfills a requirement for the Professional Certificate in 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

Strategy and execution are interrelated and at the heart of a leader's role. A good strategy—well executed—is more productive than a brilliant strategy haphazardly executed. This program helps leaders to understand the forces of competition and the ability to plan and optimize systems and processes for advantage in the marketplace.

**“As a 3PL services provider, I’ve become ‘hyper-critical’ of those in the services business. Given this, I’ve not seen any other program designed and executed as well as this program.”**

**Glenn Andrews**

Director, Government Programs  
Lion Apparel, Inc.

## 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.



### Supply Chain Strategy

- Frameworks for achieving an integrated supply chain
- Measuring supply chain performance relative to corporate goals
- Designing appropriate supply chain strategies



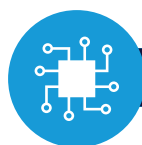
### Financial Imperatives

- Creating shareholder value
- Understanding cash flow - the basis of a firm's value
- The supply chain role in improving cash-to-cash cycle time, asset productivity, and growth and investment



### Global Supply Chains

- Unique challenges of international supply chains
- Ownership vs. management vs. control
- Cases in global supply chain operation
- Strategic implications of emerging markets and technologies



### The Disruptive Age

- Strategies to prepare for the future
- Implications for leadership in terms of technology, talent, and customer needs
- The future of emerging supply chain technologies: mobility, digitization, automation

## Pricing

- **\$3,150** covers tuition, materials, lunch, breaks, and the group dinner only (you are responsible for lodging, travel, and "on your own" dinners)
- **\$3,825** 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 employee
- 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](https://psep.smeal.psu.edu)**



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