



LM021: Logistics Management

Training Description:

Improve service whilst reducing costs; an impossible task? With effective management and leadership, world class companies do every day. Getting more with less is possible and this course shows you how. In every Supply Chain, the service levels are paralleled with costs to serve. However, changes to costs have an effect on service levels; as what is done and the way it is done and the way it is done, in turn determines the costs and service.

There is dynamic trade of relationship between the cost, service and productivity levels in the interacting supply chain operations. Doing things better therefore involves consciously managing the productivity in a holistic way across the supply chain. This course will therefore show how to apply a thorough understanding of the costs of supply operations and use enhanced skills to deliver effective cost management. These in turn will improve internal and external customer service levels. In addition, the skills obtained will help you to examine productivity levels and make structured productivity improvements that will reduce costs yet also, improve service.

Participants will consider cost behaviors and cost management, thus understanding financial relationship in the supply chain. These will be applied in terms of utilizing resources and monitoring the productivity of processes and methods. In turn, these will result in performance of outputs, customer service and improvements to supply operations.

Training Objectives:

By the end of the training, participants will be able to:

- ✓ Analyze how logistical decisions (e.g., facilities, inventory, and transportation) impact the performance of the firm as well as the entire supply chain
- ✓ Analyze the strengths and weaknesses of various transportation modes and perform cost analysis
- ✓ Develop the strategies that can be taken to find the best paths to route vehicles to deliver and collect goods at multiple stops
- ✓ Develop the strategies that can be taken to manage inventories, including deciding the timing and quantity for replenishments without hurting the level of product availability
- ✓ Know basic characteristic and costs of warehousing and materials handling activities
- ✓ Use computing software to solve various logistics decision-making problems, including inventory policies and vehicle routing
- ✓ Interact with team members to achieve group objectives

Training Designed for:

This course is intended for those personnel whose working in Procurement, Buyers and Purchasing Professionals, Stock, Logistics, Warehouse and Distribution Personnel, Owners and operators of companies with supply operations, all those who need an understanding of the relationships between cost, service and productivity in supply operations.

Training Requirement:

"Hand's on practical sessions, equipment and software will be applied during the course if required and as per the client's request."

Contents can be adapted to your specific wishes. It is therefore possible to focus on specific modules of the training course as per client's learning needs and objectives. Further, it should be forwarded to us a month prior to the course dates.

Training Program:

DAY ONE:

- ❖ Pre Test
- ❖ Understanding Costs
 - Fixed, variable and marginal costs
 - Overheads, direct/indirect, prime and marginal costs
 - Job, batch, contract and process costing methods
 - Absorption, marginal and opportunistic pricing
 - Depreciation of assets
 - Break-even analysis
 - Cash flow analysis
 - Activity based costing

DAY TWO:

- ❖ Financial Aspects in The Supply Chain
 - Total costs of ownership/Total acquisition costing/Whole life costs
 - Investment appraisals
 - Cost benefit-analysis techniques
 - Capital expenditure analysis (Payback, DCF, NPV)
 - Capital purchase options (buy or lease or rent)
 - Pricing options for products/service (open/closed costing)

DAY THREE:

- ❖ Understanding Productivity
 - Utilization of resources
 - Productivity of processes and methods
 - Performance of outputs
 - Method study
 - Work study
 - Time studies

DAY FOUR:

- ❖ Developing Internal /External Customer Service
 - Customer requirements
 - Meeting the requirements
 - Customer service measurements
 - Working with the internal customer
 - Tradeoffs between costs and service
 - Tradeoffs between costs and service
 - Tradeoffs between productivity and service

DAY FIVE:

- ❖ **Making Business Improvements**
 - Positively effect of key financial drivers
 - Increasing throughputs
 - Reducing inventory
 - Reducing costs and operating expenses
 - Using improvement models
- ❖ Course Conclusion
- ❖ POST-ASSESSMENT and EVALUATION

Training Methodology:

This interactive training course includes the following training methodologies as a percentage of the total tuition hours:

- 30% Lectures, Concepts, Role Play
- 70% Workshops & Work Presentations, Techniques, Based on Case Studies & Practical Exercises, Gamification, Software & General Discussions
- Pre and Post Test

Training Certificate(s):

CMCT Internationally recognized certificate(s) will be issued to each participant who completed the course.

Training Fees:

TBA as per the course location - This rate includes participant's manual, hand-outs, buffet lunch, coffee/tea on arrival, morning & afternoon of each day.

Note: The 5% VAT (Value Added Tax), will be effective starting 01st of January 2018 as per the new regulation from the UAE Government. The VAT applies for all quotation both for local and abroad.

Training Timings:

Daily Timings:

07:45 - 08:00	Morning Coffee / Tea
08:00 - 10:00	First Session
10:00 - 10:20	Recess (Coffee/Tea/Snacks)
10:20 - 12:20	Second Session
12:20 - 13:00	Recess (Prayer Break & Lunch)
13:00 - 14:00	Last Session

For training registrations or in-house enquiries, please contact:

Aisha Relative - Training & Career Development Manager

aisha@cmc-me.com / training@cmc-me.com

Tel.: +971 2 665 3945 or +971 2 643 6653 | Mob.: +971 52 2954615