
Penn State Executive Programs Events for Fall 2011/Spring 2012

[Achieving Supply Chain Transformation](#)

September 12-16, 2011

March 19-23, 2012

Targeted for mid-level and senior managers responsible for leveraging supply chains for financial and service performance. Learn a unique step-by-step methodology of strategies and capabilities for supply chain innovation and transformation. Topics include:

- Change management and implications for supply chain strategy
- Leadership for Transformation
- Dimensions of high-performing operating models
- Case studies in Transformation

[Designing and Leading Competitive Supply Chains](#)

September 18-23, 2011

March 11-16, 2012

Targeted for senior-level executives charged with design and orchestration of complex supply chain systems. Participants learn practices that enhance supply chain speed, flexibility, and competitive differentiation. Topics include:

- Financial imperatives for design
- Global view on supply chains
- Intersection of operations and technology
- Strategic procurement
- Network design

[Aligning Strategy, Leadership, and Culture: Keys to Competitive Advantage](#)

September 18-23, 2011

March 25-30, 2012

This program is designed for leaders charged with creating and implementing strategy. Participants will assess forces shaping their business environment, examine organizational capability and talent needed to compete, and learn how to establish a common sense of focus and purpose that drives commitment, cooperation, and performance. Participants will use the *SLCQ™ (Strategy, Leadership and Culture Questionnaire)*, to determine their organization's current state against three core components of

organizational effectiveness. Participants will also apply the concepts through a computer-based change leadership simulation helps them determine the appropriate tactics and timing in order to lead a successful change initiative.

Global Supply Chain Strategy & Risk Management

September 26-29, 2011

Discuss macroeconomic factors affecting extended supply chains. Learn techniques and strategies to deal effectively with unique managerial, cultural, and infrastructure issues associated with different geo-centers of expertise. Topics include:

- Assessing supply chain risks and plans for mitigation
- Supply chain risks and disruptions
- Global trade management
- Leading teams across geographies
- International business strategies

Supply Chain Collaboration and Alignment

October 10-13, 2011

Program covers processes for improving internal functional alignment through sales and operations planning (S&OP) as well as ways to improve alignment externally through collaborative planning (CPFR) between trading partners. Topics include:

- Industry case study on strategic partnerships
- Outsourcing and third party logistics providers
- One company's journey toward integrated business management
- Simulation exercise for applied learning

Developing Managerial Effectiveness

October 16-21, 2011

April 22-27, 2012

This program guides managers to a better understanding of their contribution to the overall success of the organization. Participants develop an integrated approach to strategic, financial, and performance management. You will hone personal leadership, decision-making, and influence skills while maximizing the use of management systems to improve the overall success of your organization. This program is designed for managers who are directly responsible for the performance of a business unit or department as well as functional managers and those who lead in a matrix organization.

Essentials of Supply Chain Management

October 24-28, 2011

April 16-20, 2012

This program offers all the foundational understanding to managing effective supply chains. Learn common terminology, inventory methodologies, distribution concepts, and service performance. Topics include:

- Concepts of pooling, postponement, and other inventory deployment strategies
- Customer service management
- Industry case study on trading partner collaboration
- Team-based simulation for applied learning

Applying Lean Principles Across the Supply Chain

October 31-November 4, 2011

October 29-November 2, 2012

The concept of Lean is nothing new. In contrast, applying Lean principles in an extended supply chain context is new territory for a tried and true practice. Learn a systemic approach for applying Lean thinking to supply chain challenges. Topics include:

- Lean principles, building blocks, and value stream mapping
- Lean and Enterprise Supply Chains
- Rapid Replenishment industry case study
- Simulation exercise for applied learning

Processes and Tools for Supply Chain Success

November 14-18, 2011

May 21-25, 2012

What are effective methods for Planning, Sourcing, Make, Deliver, and Return? Using the SCOR (Supply-Chain Operations Reference) Model as the thread, participants learn tools and techniques to define, analyze, and implement improvements for each major function with the supply chain. Topics include:

- Supply chain management and SCOR Model
- Planning processes for success
- Strategic Global Sourcing & Landed Cost models
- Warehousing and distribution concepts
- Transportation and carrier performance
- Closed-loop supply chains

Finance for the Non-Financial Manager

December 5-9, 2011

April 30-May 4, 2012

In a true hands-on learning experience, participants acquire a complete “toolbox” of accounting and financial knowledge for making decisions that affect the performance of their unit and contributes to the overall profitability of the organization. This program covers accounting basics, financial analysis and planning, strategic finance, corporate valuation, and an integrated exercise in the Smeal Trading Room. Finance for the Non-Financial Manager is designed for supervisors, general managers, and functional managers in areas such as sales, manufacturing, or engineering.

All programs will be held at the University Park Campus.

For questions contact an Executive Programs representative at:

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