Supply Chain Performance and Financial Principles

Key Objectives

- Become comfortable with the key financial concepts supply chain professionals should know
- Understand the impact of working capital changes on organization performance
- Learn the best practices in the use of business analytics as well as questions to ask, and pitfalls to avoid
- Become familiar with metrics resources, and balanced scorecard concepts
- Understand benchmarking best practices and how to set appropriate supply chain goals
- Lean through case studies about how best to communicate results to the boardroom, the shop floor, and across functions

Certification

This course is an optional program in the sequence for the Integrated Supply Chain Management Certification Program or may be taken as a stand alone course. For those seeking Integrated Supply Chain Management Certification, there will be a knowledge assessment (test or assignment after completion of the course and participants return to work).

Distinguishing Features

- The core faculty members who developed this course are also the instructors for the program.
- The course draws on ongoing learning in designing lean supply chains that is being facilitated by The University of Tennessee Global Supply Chain Institute and Forums.
- Dr. Paul Dittmann is Executive Director of the Global Supply Chain Institute at the University of Tennessee.
- Dr. Dittmann is co-author of the books: Supply Chain Transformation and The New Supply Chain Agenda, which is the basis for some of the material used in this course.

Location: Knoxville, Tennessee
Duration: 2/2 Days
Tuition: $3,150 ($3,050 for CSCMP members; $2,677 for UT Supply chain Forum members) includes meals and lodging.

Program fees are subject to change. Check our website: http://ExecEd.utk.edu/SCPerformance for the latest information.

Class size is limited.

Participant Profile
Supply chain management issues are permeating every business in the modern world. As such, The University of Tennessee is offering a series of programs aimed at executives and managers who have experience in the traditional business functions (finance, production, marketing, sales, accounting, engineering, logistics), but want to add to their knowledge of how these functions work together within the company and across companies in the supply chain. Experienced managers and executives (even within logistics) should consider adding this expertise in supply chain management to their personal and professional education.

Program Overview
This course will cover the financial skills that supply chain professionals need to know. It will further expose participants to new concepts in business analytics that can be applied to the supply chain. The course will then transition into the area of metrics, and focus on the key supply chain performance measures to drive top organizational performance. This will be followed with best practices in benchmarking and how to set the right supply chain goals. All of these concepts will be reinforced with several interactive case studies.
The core faculty have strong, applied, industry experience.

The course is designed to ensure active involvement of all participants. A balance of best practice theory and application is provided.

Co-sponsored with CSCMP, IAOP Academic Alliance Partner.

This course also counts towards the UT Executive Development Certificate, CSCMP’s SCPro1™ certification maintenance (18 CEUs), and APICS recertification.

UT Center for Executive Education is CSCMP’s Approved Continuing Education Provider (ACEP)!

SCPro1™ designees can attend UT’s CSCMP co-sponsored supply chain courses to earn CEUs good towards certification maintenance.

This course is available as a customized in-house program for organizations.

Faculty

Dr. Paul Dittman is the Executive Director of The University of Tennessee Global Supply Chain Institute. He came to the University of Tennessee after a thirty year career in industry. His fortune 150 positions have included V.P. Logistics for North America, V.P. Global Logistics Systems, and, more recently, V.P. Supply Chain Strategy, Projects and Systems for the Whirlpool Corporation. He has taught seminars in global project management, change management, lean manufacturing, global business and supply chain excellence.

Dr. Ken Gilbert is the Ralph and Janet Heath Professor of Business and Department Head Statistics, Operations and Management Science at the University of Tennessee. He has consulted with companies including PepsiCo, Bush Brothers and Campbells in supply chain integration. The focus of these efforts has been the use of timely information, quick reaction times and adaptive planning and scheduling methods. He has published in the academic literature on the managerial insights derived from analytic models of supply chains and has developed supply chain scheduling methods based on these insights.

Dr. Priscilla Wisner earned her PhD in business from the University of Tennessee, her MBA degree from Cornell University and her undergraduate degree in international economics from the George Washington University. Dr. Wisner has over fifteen year’s experience working with financial systems design and implementation, process and product costing, and performance measurement systems. Prior to academia, she worked or consulted with firms such as Citicorp Information Management Services, American Management Systems, Maryland Disability Law Center and Sequoia and Kings Canyon National Parks. Prior to returning to her alma mater, Dr. Wisner taught at the Thunderbird School of Global Management and Montana State University. She has served as a visiting faculty member at National Economics University, Hanoi Vietnam and for Thunderbird in China. She has worked in, taught in or managed academic programs in Europe, Mexico, South America, Vietnam and China.

Facilities

Classes are held in the Center for Executive Education executive classrooms at UT’s Haslam Business Administration Building. These facilities are designed to promote group interaction in an environment conducive to applied discussion, feedback, and the development of relational networks that frequently continue well beyond the on-campus experience.

Accommodations are single-occupancy rooms at the nearby Knoxville Hilton Hotel. Transportation from the hotel to the Center and to dining is provided.

Contact

For more information on the Supply Chain Performance and Financial Principles course, please contact:

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Supply Chain Performance and Financial Principles

Website
For current information about the Center for Executive Education and its offerings, visit our web site at http://ExecEd.utk.edu.

Related Courses
- Integrated Supply Chain Management Program
- Global Supply Chain Executive Development Program
- Demand Management in the Supply Chain
- Global Supply Chain Foundations
- Supply Chain Relationships and Leadership
- Vested Outsourcing
- Collaborative Contracting
- Strategic Sourcing
- PBL: A Proven Product Support Strategy

COURSE SCHEDULE

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| Financial Literacy for Supply Chain Professionals  
Understanding RONA, EVA, working capital, etc.  
The DuPont Model | Metrics Resources:  
Balanced Scorecard  
Keeping SCOR | Dealing with Cross Functional Disconnects in Metrics  
The New Supply Chain Agenda |
| Financial Literacy for Supply Chain Professionals  
Continued | Identifying the Key Supply Chain Metrics to Drive Organizational Performance | Communicating Results:  
To the Boardroom, the Shop Floor, and Across Functions |
| Applied Working Capital Analysis  
The Impact of Working Capital Changes on Organizational Performance | Using Benchmarking to Set Appropriate Goals | |
| Best Practices in the Use of Business Analytics  
Questions to ask; pitfalls to avoid. | Case Study: Using Your Supply Chain to Cut Working Capital and Drive Cash Flow | |
| Applied Business Analytics:  
To Drive Performance in Your Organization  
Practical Examples | Case Study: Using Your Supply Chain to Cut Working Capital and Drive Cash Flow | |