



# Introduction: The Essentials of Supply Chain Management Program

The Association for Supply Chain Management

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# Agenda

1. Key Insights of the Supply Chain Resilience Benchmark with the Economist Intelligence unit.
2. How Supply Chain Workforce Development is a key component of resiliency.
3. Overview of “Essentials of Supply Chain Management” courseware modules and program outline and expectations.
4. Corporate Sponsors Discussion:
  - a. Current operational challenges and pain points.
  - b. Understand the sponsor’s business vertical and current industry challenges.
  - c. Review staff experience/maturity of participants in the cohort

# About ASCM

## Vision: A Better World Through Supply Chain

- ASCM is the **global leader in supply chain organizational transformation, innovation and leadership.**
- We are the **largest non-profit supply chain association.**
- ASCM is an **unbiased partner, connecting companies around the world** to the newest thought leadership on all aspects of supply chain.
- ASCM is **built on the foundation of 60 years of APICS history** and experience.
- Our **world-class APICS certifications** and APICS Chapters and partners will continue as part of the learning and development offerings under the ASCM umbrella.
- ASCM's largest differentiator is **our network of global alliances and thought-leadership collaborations.**

## Quick Facts

- Headquartered in Chicago
- APICS founded in 1957
- ASCM launched in 2019
- \$37.4 MM annual revenue in 2019
- 45,000+ professional members
- 100+ countries
- 181 of North American chapters
- 100+ International and North American Training Partners, 45 countries, 6 continents
- 1,600+ active volunteers
- 100+ staff

# Profile of ASCM Community

ASCM clients include some of the biggest and best supply chains in the world.

**ASCM Foundation** bridges public, private sector, government, NGO, Private Foundation and Academic engagement

**Private sector** includes **300** leading corporations

**200+** in the Global 2000, Fortune 1000, Global 250

**19** industries

**27** countries

**60%** in the Gartner Top 25

**7,500+** employees

**1,000+** supply chain leaders

**Corporate Member Directory**, <https://www.ascm.org/corporate-transformation/corporate-programs/corporate-member-directory>

# ASCM Top 10 Supply Chain Trends by the Numbers

**13** Members of the research, innovation, and strategy committee

**114** research resources

**130** sub-trends

**30** consolidated trends

**14** ranked trends

**10** top trends in supply chain

# ASCM Top 10 Supply Chain Trends by the Numbers

For the second year in a row, **supply chain risk and resilience ranked number 2** and was one of three trends that occupied most of the mindshare with supply chain executives in 2020; **supply chain talent ranked number 4**

The **resilient supply chain has emerged as a way to gauge an organization's ability—capability** to respond, recover, and ultimately adapt to risks and disruptions – as a way of doing business

# ASCM Top 10 Supply Chain Trends by the Numbers

ASCM commissioned the Economist Intelligence Unit to publish the report, ***Ready for Anything? Turbulence and the Resilience Imperative***. The analysis in this report is **based on The Resilient Supply Chain Benchmark**, a first-of-its-kind benchmark assessing supply chain resilience in US companies.

The report presents findings based on how **308 publicly listed US companies** perform against the benchmark based on a combination of primary survey data collected in October 2020, data from corporate disclosures, and a wide-ranging expert interview program including 23 industry experts and panelists.

The analysis spans **three sectors** (consumer electronics, pharmaceuticals, and retail) and includes firms **of different sizes** (less than \$250 million, \$250 million to less than \$1 billion and over \$1 billion in annual revenues).

The supply chain's ability to **bounce back** and recover to a **normal state** of affairs

**Operational supply chain resilience**

**Strategic supply chain resilience**

The supply chain's ability to **bounce forward** and adapt to a **new normal**

## Operational Capabilities

## Operational Performance

### Position & Prepare

### Sense & Plan

### Mitigate & Respond

### Recover

Supply Chain Risk Management Maturity

End-to-End Transparency

Visibility - Information Flow

Risk Monitoring & Early Warning Systems

Redundancy & Flexibility

Agility - Responsiveness

Sensing

PP Change in Return on Assets

Supply Chain Risk Management Talent

Liquidity Ratio

Leverage ratio

Risk Planning (BCPS/Scenario Planning & Stress Testing)

Supplier Collaboration

Safety & Security

Agility - Velocity

PP Change in Operating Margin

Strategic Capabilities					
Lead		Build		Transform	
Leadership	Climate Risk Awareness	Supplier Relationships	Customer Relationships	Environmental Sustainability	Circularity
Corporate Commitments	Organizational Learning	Supply Chain Workforce	Supply Chain Talent	Strategic Supply Chain Risk Mitigation	Supply Chain Innovation
Board Level Engagement					

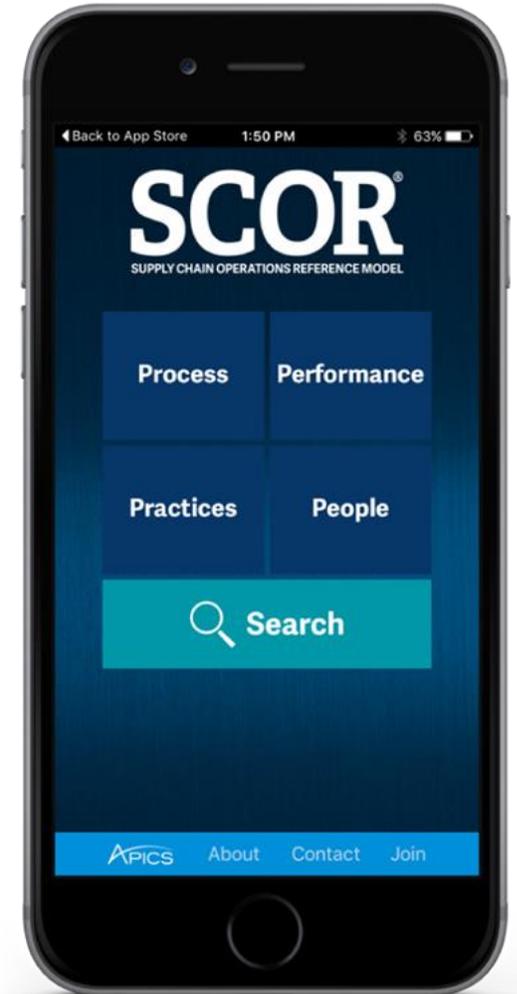
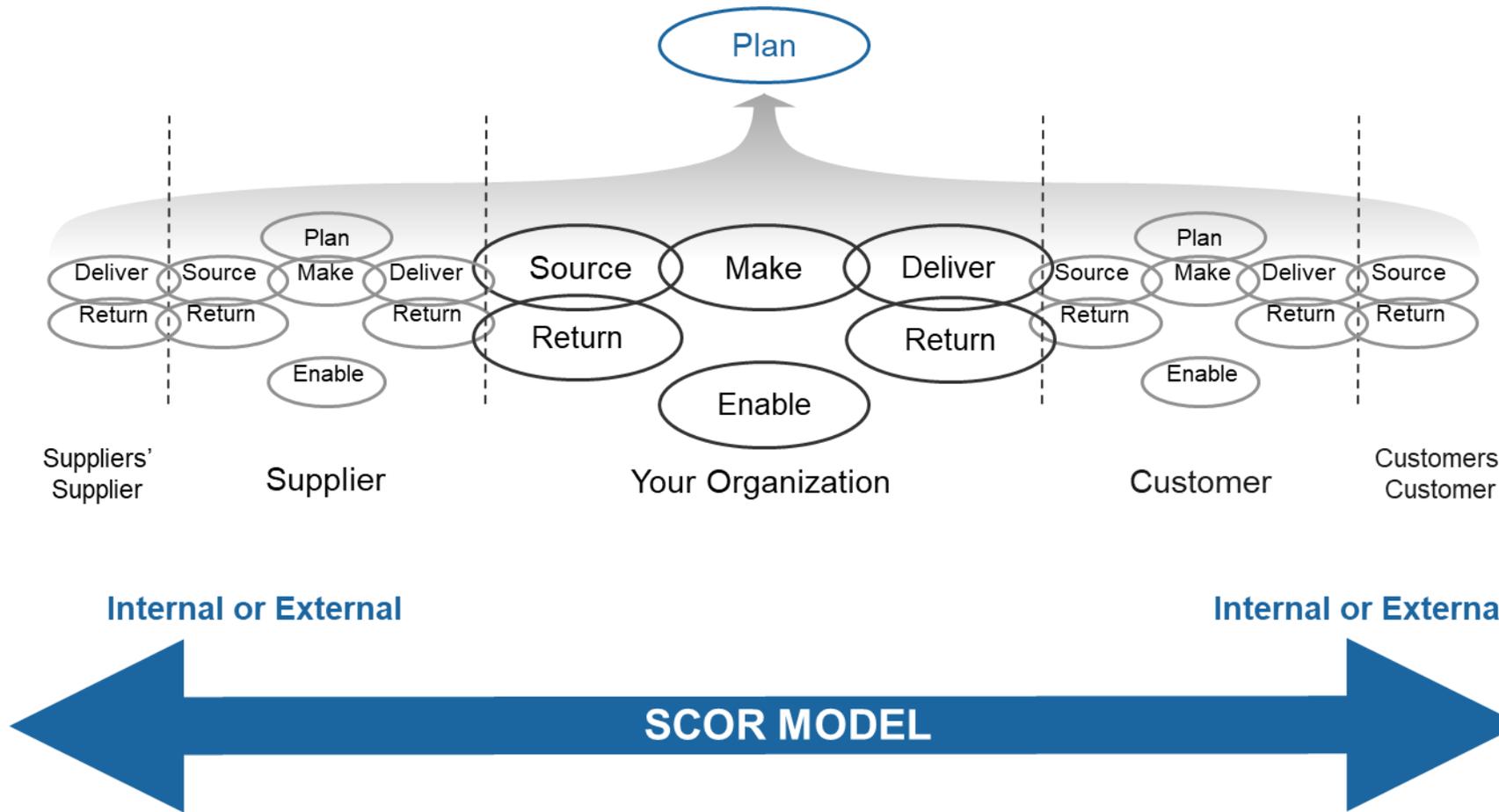


Strategic Performance	
Adapt	
Supplier Concentration	% Change Scope 3 Carbon Emissions
	Resource Use

# Essentials of Supply Chain Management Program - Enabling Workforce Development

# SCOR is the Global Standard in Defining End-to-End Supply Chains

Over 5000 organizations have used SCOR to develop their process baselines



# Supply Chain Development Segments

Workforce: Everyone and Targeted Groups

Inventory Clerk

Retail Associate

Warehouse Associate

Manufacturing Associate

Professionals: Supply Chain and Enabling Functions

See Sidebar

Leaders

Transformation

Managerial

Executive

## Common Job Groups

### Plan

- Materials Management
- Supply Planning
- Demand Planning

### Source

- Strategic Sourcing
- Buyer/Planner

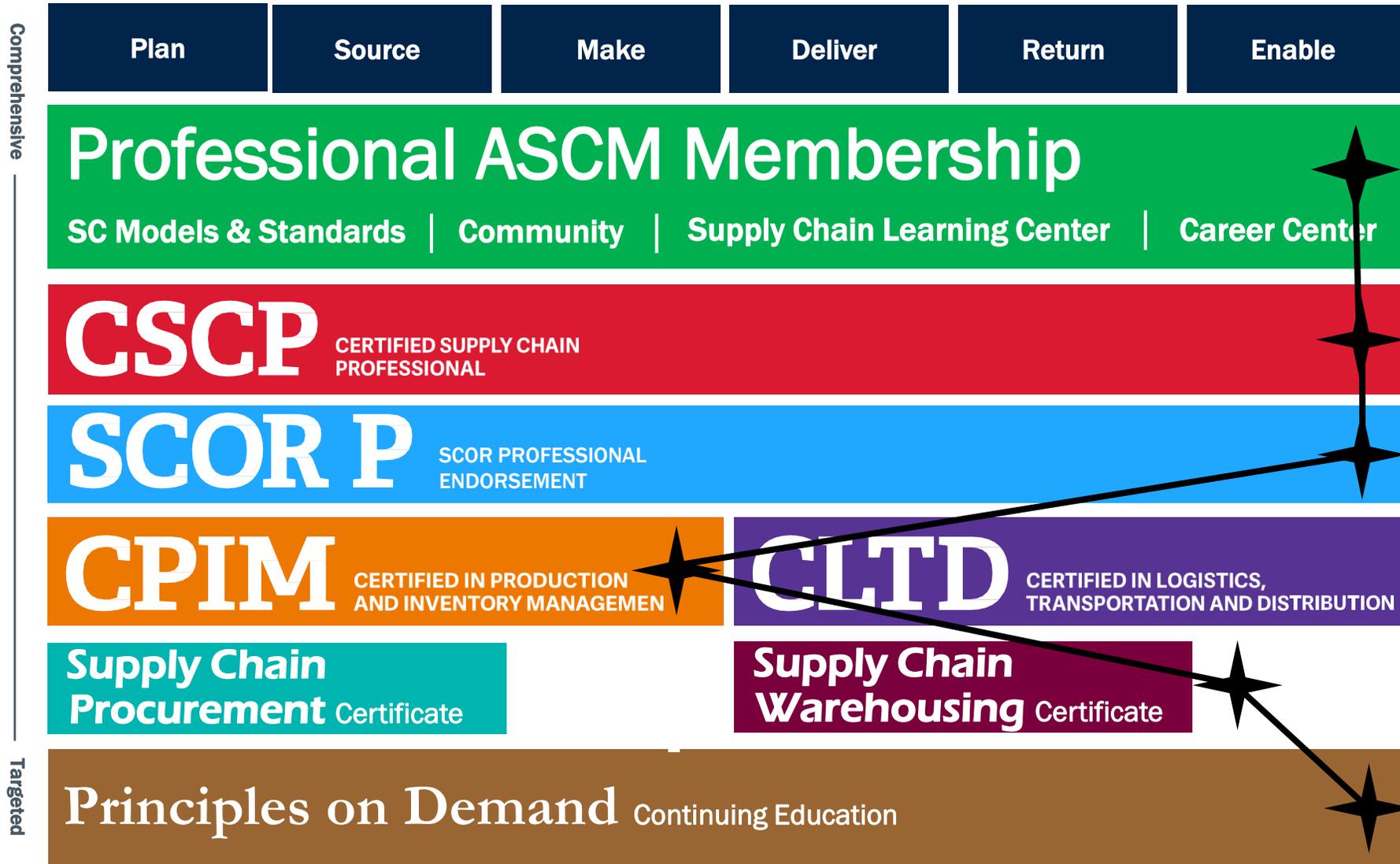
### Make

- Production Planner
- Master Scheduler

### Deliver-Return

- Logistics Planner
- Transportation Planner
- Warehouse Operations Manager

# Supply Chain Development Threads



# Essentials of Supply Chain Management Skills Program Objectives

- ASCM is partnering with local EDRs to **deliver an Essential Supply Chain Management Skills (ESCMS) program to both incumbent workers and out of work populations** helping them develop necessary job skills for improved job performance/career advancement, or placement to entry level supply chain jobs.
- The student will have access to fundamental supply chain content already leveraged by thousands of professionals globally in recognition of ASCM's Body of Knowledge as the industry standards for operations.
- Each student will be connected to the ASCM professional community and gain access to thought leadership content, on-line events through membership, face-to-face instruction, and mentorship transitioning from the classroom to the workplace.
- Lastly, ASCM is committed to **build sustained capacity of local trainers and mentors** leveraging the ASCM train-the-trainer model from its best-in-class Instructor Development Program (IDP)

# Program Outline and Expectations

- Orientation
  - Introductions
  - ASCM Professional Membership
    - Setup
    - Expectations
  - Course Expectations
  - Targeted Job Skills
- Topic 1 – Fundamentals of Inventory Management
- Topic 2 – Introduction to Manufacturing Management
- Topic 3 – Introduction to Distribution & Logistics
- Globally Recognized ASCM Letter of Completion
- Placement (return to work)
- Mentoring Sessions

## **Class Attendance & Participation**

Due to the short duration of this course 100% attendance is expected. Participation in class discussions and exercises is also expected.

## **Homework**

It is expected that you students read the materials provided however formal homework assignments for grades will not be given. In class exercises in the form of class participation will be provided.

## **Grading**

Unless otherwise stated there is no college credit given for this course. This course is pass/fail based on the results of the exam.

## **Performance Check**

To achieve the certificate of completion for this course you must complete an exam administered at the end of the training. Exam duration is approximately one hour.

# Fundamentals of Inventory Management (PIM02)

## Objectives

- Define inventory management
- Define inventory management objectives
- Describe what inventory management does
- Describe the different classes of inventory
- Identify the different levels of inventory management
- Review the characteristics of inventory in the supply chain
- Detail the strategic inventory management process
- Balance demand and supply objectives
- Contrast the conflicting objectives of inventory management among marketing/sales, finance, and operations
- Understand inventory trade-off decisions
- Describe inventory and demand flows
- Define supply chain inventory and demand flows
- Describe inventory dynamics
- Understand how inventory provides value
- Determine whether inventory is an asset or a liability
- Assess the financial impact of inventory management

## Topics

- Fundamentals of Inventory Management — Overview
- Defining Inventory Management
- Why Does Inventory Have to Be Managed?
- Inventory Management Objectives
- What Does Inventory Management Do?
- Classes of Inventory
- Levels of Inventory Management
- Characteristics of Inventory in the Supply Chain
- Strategic Inventory Management Process
- Strategic Inventory Management Issues
- Balancing Demand and Supply Objectives
- Inventory – Conflicting Objectives
- Inventory Trade-Off Decisions
- Inventory and Demand Flows
- Inventory Dynamics
- How Does Inventory Provide Value?
- Inventory – Asset or Liability?
- Return on Assets
- Financial Impact of Inventory
- Fundamentals of Inventory Management — Summary and Review

# Introduction to Distribution and Logistics (PDL02)

## Objectives

- Define distribution management
- Demonstrate the components of the supply and distribution channel
- Detail a channel design tree structure
- Describe the various types of channel intermediaries
- Identify the need for distribution channels
- Detail the roles performed by the distribution function
- Define logistics management
- Describe the functions of logistics management
- Explain the components of logistics operations
- Understand the concept and practice of reverse logistics
- Detail the components of an effective logistics strategy
- Explore the guidelines for creating a logistics strategy
- Understand the role of the logistics function in supply chain management

## Topics

- Introduction to Distribution and Logistics — Overview
- Defining Distribution Management
- What Is the Supply and Distribution Channel?
- The Need for Distribution Channels
- Reducing Channel Transaction Complexity
- Channel Intermediaries
- Role of the Distribution Function
- Defining Logistics Management
- Logistics Management Functions
- Logistics Operations
- Reverse Logistics and Motivating Factors
- Reverse Logistics Hierarchy and Benefits
- Logistics Strategy
- Guidelines for Logistics Strategy
- Logistics and Supply Chain Management
- Introduction to Distribution and Logistics — Summary and Review

# Introduction to Manufacturing Management (PMM02)

## Objectives

- Define manufacturing management
- Review the components of manufacturing management
- Define manufacturing strategy
- Review product manufacturing environments
- Understand the impact of variety, volume, and lead time
- Explore product manufacturing positioning
- Detail manufacturing process choices
- Explore manufacturing process choice positioning
- Review process layout options
- Explore process layout positioning
- Detail steps for developing a manufacturing strategy
- Outline manufacturing structural and infrastructural choices
- Explore batch versus flow production
- Explore push versus pull manufacturing techniques

## Topics

- Introduction to Manufacturing Management — Overview
- Defining Manufacturing
- Defining Manufacturing Strategy
- Product Manufacturing Environments
- Variety, Volume, and Lead Time
- Product Manufacturing Positioning
- Marketplace/Customer Expectations
- Manufacturing Process Choices
- Processing Tasks and Flows
- Process Choice Positioning
- Process Layout Options
- Process Layout Positioning
- Manufacturing Strategy Steps
- Forms of Manufacturing Strategy
- Manufacturing Structural Choices
- Batch Versus Flow Production
- Push Model
- Pull Model

# 30 Question Performance Check

Restart Survey

Place Bookmark



1. All of these statements are considered to be primary objectives of an organization except:

a. optimizing use of resources

b. providing good customer service

c. increasing inventory

d. providing sufficient return on investment

# ASCM Individual Membership

Connect with over  
45,000  
supply chain  
professional through  
ASCM membership

## Career Resources

- Career Coach
- Job Board
- Virtual Career Fair
- Student Loan Refinancing through Lauren Road
- Discounts on additional career resources through Korn Ferry Advance



## Making an Impact

- Scholars Education Program
- Case Competition
- Supply Chain STEM Program



## Network and Connect

- Mentor Center
- Supply Chain Channel
- Local APICS Chapters and Partners



## Publications and Resources

- SCM Now Magazine (*digital*)
- APICS Dictionary (*digital*)
- Research Reports
- Value Chain Frameworks



## Learning and Development

- Discounts Supply Chain Learning Center courses and subscriptions
- Discounts on ASCM seminars and events (*online & in-person*)



# Community Engagement



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ASCM CONNECT  
**COMMUNITY**

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## Welcome Peter!

We're glad you're here.

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Which APICS Certification  
Is Right For Me?

[CPIM](#) [CSCP](#) [CLTD](#)

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# Corporate Sponsors Discussion Points:

- Current operational challenges and pain points.
- Understand the sponsor's business vertical and current industry challenges.
- Review staff experience/maturity of participants in the cohort

# Next Steps

1. ASCM Receive participants list with names and email address

- ✓ Participants will receive a survey link for experience/job maturity assessment
- ✓ Participants will be invited to join a private cohort community for networking and mentorship.

2. Please provide us with any specific supply chain skills development needed for additional class enhancement:

3. ASCM Contacts:

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Fernanda Debellian [fdebellian@ascm.org](mailto:fdebellian@ascm.org)

Dominic Longo, [dlongo@ascm.org](mailto:dlongo@ascm.org)

4. Class starts on May 4, virtual mode. Class schedule with links and materials to be sent soon.