

MARIA REY

A ONE-DAY COURSE ON THE STRATEGIC LINK BETWEEN SUPPLY CHAIN OPERATIONS AND FINANCIAL PERFORMANCE

Course Syllabus

Course Title	Strategic Link between Supply Chain Operations and Financial Performance
Revision	0.1
Date	08/05/2013
Course Duration	1 Full Day – From 9:00 AM to 5:00 PM
Prepared by	SNS in collaboration with the Center for Emerging Logistics & Supply Chains (Atlanta, GA USA)

Description

This course makes explicit the tight connection between supply chain operations and corporate financial performance. Traditionally supply chain has been perceived as a capability to reduce costs and improve customer service. However supply chain processes have profound implications on financial performance as supply chain drives revenue growth, profitability, capital utilization and cash flow generation.

Using cases, financial statements from public companies and real examples from participating organizations the course will educate participants on the financial implications of supply chain excellence, and how to justify future supply chain improvements.

Target Audience

This course is offered to business owners, senior executives, senior managers, supply chain executives, strategic and functional planners that want to learn how supply operations drive corporate financial performance.

Course Outcomes

After completing the course, participants will be able to:

- Explain the strategic value of supply chain management
- Connect the outcomes of supply chain processes with specific financial goals
- Use this methodology to justify supply chain project investments from a financial perspective
- Learn how supply chain operations drive growth, profitability, efficient capital utilization and free cash flows.

Course Structure

- The course duration is 1 full day

Course Outline

I. Understanding Strategic and Financial Objectives (9:00 – 10:30 am)

1. The Sustainability Equation: Growth, Profitability, Capital Utilization, Liquidity and Value Creation
2. Key Financial Metrics that Reflect Corporate Financial Goals
3. Review of Financial Statements and the Sustainability Equation
4. Supply Chain Management in Financial Statements
5. Case Analysis: Reading Financial Performance in Retail, Manufacturing, Services

II. Supply Chain Processes and the Sustainability Equation (11:00 – 12:30 pm)

1. Supply Chain Operations for All: Scope of Processes and Activities
2. Supply Chain Processes and Revenue Growth
3. Driving Profitability with Optimal Supply Chain Operations
4. Capital Requirements of Supply Chain Processes: Fixed Assets and Working Capital
5. A Discussion of Economic Value Added (EVA) and Supply Chain Management (SCM)

III. Supply Chain Performance Measures and the Financial Connection (1:30 – 3:00 pm)

1. Measuring Operational Performance: Cost, Productivity, Quality, Time
2. Financial Implications of Operational Performance
3. Case Analysis: Claris & Co.
4. Discussion

IV. Applications of the Supply Chain-Finance Connection (3:30 – 5:00 pm)

1. Financial Project Justification for Supply Chain Investments
2. Performance Benchmarking
3. Communicating Operational Strategy to the Business
4. Communicating Business Strategic Priorities to Operations
5. Conclusion: How to Sell the Value of Supply Chain Management