



**19-20 August 2009**

JW MARRIOTT HOTEL, KUALA LUMPUR

A 2-day intensive program on

# Understanding The Risks Factors in Strategic Sourcing

## **FOCUSING ON**

- The Development Of Strategic Sourcing Plan
- Strategic Issues Of The Make Or Buy Decisions
- Factors Influencing The Outsourcing Decisions
- Dangers Of Outsourcing In The Volatility Perspective
- Methods In Administration Of Outsourcing Activities
- Forces Stimulating A Firm's Ability Utilising Resources In An Optimal Manner
- Understanding World Class Supplier Development

## **INTRODUCTION :**

By and large, the most impactful aspect of strategic sourcing is that of pre-qualifying suppliers into a class of either competitive or collaborative category. Regardless of whether or not, the firm's products and services are marketed globally, supply managers need to pursue global supplier relationships. These relational competencies must be based on fairness, honesty and trust.

Outsourcing has become a way to increase an organisation's flexibility to meet rapidly changing market conditions. Focusing on core competencies and developing competitive advantage.

However, an overdose of strategic sourcing in the outsourcing domain will lead to conflict instead of congruence.

## **DAY 1 Wednesday, 19<sup>th</sup> August 2009**

- 9:00 **THE DEVELOPMENT OF A STRATEGIC SOURCING PLAN**
- Plotting the sourcing road map starting from discovery of suppliers to management of suppliers
  - Defining the single versus multiple sourcing criteria tapping into the share of supplier's capacity and capability
- 10:30 Morning Coffee
- 10:45 **THE STRATEGIC ISSUES OF THE MAKE OR BUY DECISIONS**
- Core competencies as a platform to create competitive advantage and shaping the character of firm
  - Supplier dominance starting from post contractual lock-in's resulting power relation between two parties
  - Strategic vulnerabilities from generic freedom to commoditization of products in market
- 1:00 Lunch & Zohor

## 2:00 **FACTORS INFLUENCING THE OUTSOURCING DECISIONS**

- Considerations which favour the making or buying
- Considerations of cost in a make or buy estimate capturing the time and capacity factors

3:30 Afternoon Tea

## 3:45 **THE DANGERS OF OUTSOURCING IN THE VOLATILITY PERSPECTIVE**

- Composite effect of the factors on the firm's total operations, encompassing
  - Loss of control
  - Loss of client focus
  - Lack of clarity
  - Lack of cost control
  - Loss of confidentiality
  - Ineffective management
  - Double outsourcing

5:00 End of Day One

## **DAY 2 Thursday, 20<sup>th</sup> August 2009**

## 9:00 **METHODS IN ADMINISTRATION OF OUTSOURCING ACTIVITIES**

- Appointment of a chief resource officer responsible of all outsourcing relationships and expectations
- Frameworking for outsourcing and development of a transition back plan

10:30 Morning Coffee

## 10:45 **FORCES STIMULATING A FIRM'S ABILITY UTILISING RESOURCES IN AN OPTIMAL MANNER**

- Pressures on profit margins
- Firms continue to be more specialized
- Access of computer modeling capability

1:00 Lunch & Zohor

2:00 **UNDERSTANDING WORLD CLASS SUPPLIER DEVELOPMENT**

- The best practices in supplier management and ways to develop a supplier's supply management system
- The major generic steps commencing from a contract negotiation cycle pertaining performance gaps to improvement plans

3:30 Afternoon Tea

3:45 **GROUP ASSIGNMENTS AND ACTIVITIES AND APPRECIATION OF WORLD-CLASS FIRMS**

- Reinforcing learning points in strategic sourcing to outsourcing project charter

5:00 End Of Program

**WHO SHOULD ATTEND**

This course is specially designed for all Managers and Executives involve in:

- Procurement and Purchasing
- Finance and Costing
- Audit and Control
- Sales and Marketing
- And those who are keen to know more about the sourcing and supplying cycle

**PROGRAM FACILITATOR**

**MR STEPHEN KUM** (MBA, USA), is a fellow of the Institute of Freight Forwarders (UK), The Institute of Logistics & Transport (UK), the Institute of Business Administration (UK), Professional member of Logistics & Supply Chain Management Society and former Vice Chairman of the Persatuan Logistik Selangor.

Mr Kum, has more than 28 years hands-on experience in the field of International Trade, Global Procurement, Freight and Logistics. He was involved in the international sourcing and procurement of an upmarket German company. His task included strategic grouping of suppliers from Europe to Asia. He was also the Managing Director of a large global logistics service provider with regional offices in UK, USA, Australia and Asia.

Mr Kum is also actively involved in training for manufactures, corporations, forwarders, trade associations, trade divisions of embassies and tourism authority organisation. He is also affiliated with Cambridge International College (UK) as their Logistics Program examiner and Durham Logistics College (UK) as their Training Consultant. He is currently a consultant for SCS Integrated Consultancy (UK) and TPL Logistics Management (UK).

**AFTER ATTENDING THIS PROGRAM YOU WILL RETURN TO YOUR JOB...**

- 1) Understanding the strategic issues in outsourcing.
- 2) Familiarising the stages of a sourcing road map.
- 3) Learning ways to mitigate collaborative risks.
- 4) Identifying the risk of outsourcing in the volatility perspective.
- 5) Understanding world class supplier development.
- 6) Finding out the best way to develop supplier's supply chain management.
- 7) Identifying the best method in administrating outsourcing activities.

**METHODOLOGY**

- Lectures and Simulations
- Case Studies
- Group Assignments
- Practical Approach

# UNDERSTANDING THE RISKS FACTOR IN STRATEGIC SOURCING

19-20 AUGUST 2009 | KUALA LUMPUR

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The Ampwalk, 218 Jalan Ampang,  
50450 Kuala Lumpur

## FEES

The full Registration Fee includes cost of all sessions, luncheon, coffee/tea & documentation.

1 Person	Group fee per person for 3 or more* (from the same company)
RM1795	RM1495 (MIN SAVINGS OF RM900)

\* Terms and conditions apply.

**Cancellations, Refunds & Transfers:** A full refund will be promptly made for all written cancellations 3 weeks before the meeting. Thereafter, cancellations are not refundable. A substitute may be made at any time.

## PAYMENT

### By Telegraphic Transfer

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## CERTIFICATE OF COMPLETION

A Certificate of Completion will be awarded upon successful completion of each course. This serves as evidence of your personal and professional commitment to your career.

## COURSE TIMING

Registration: 8.30 am, Course Begins: 9.00 am,  
Morning Coffee: 10.30 am,  
Lunch: 1.00 pm to 2.00 pm,  
Tea Break: 3:30 pm, Course Ends: 5.00 pm

## CMT'S 2009 KL EVENTS

**Measuring & Maximizing Your Human Resource Asset For Profit Improvement & Business Growth**  
27-28 May 2009 | Kuala Lumpur  
**Building & Common Property (Maintenance & Management) Act 2007**  
28 May 2009 | Kuala Lumpur  
**Effective Tools In Managing Financial Performance Measurement For Profit Improvement**  
28-29 May 2009 | Kuala Lumpur  
**Advanced Excel Spreadsheet Skills**  
15-16 June 2009 | Kuala Lumpur  
**Pengagihan Dan Pemasangan Sistem Bekalan Elektrik**  
24-25 Jun 2009 | Petaling Jaya  
**Re-Structuring Corporate Cash Flow And Treasury Management In Challenging Times**  
24-25 June 2009 | Kuala Lumpur  
**Strategic Cost Management For Pricing Decision & Profit Maximisation**  
22-23 June 2009 | Kuala Lumpur

**5 Steps To Outstanding Customer Experience Management**  
2-3 July 2009 | Kuala Lumpur  
**Predictive Maintenance Techniques**  
13-14 July 2009 | Kuala Lumpur  
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20-21 July 2009 | Kuala Lumpur  
**Smart Marketing To Counter Recession And Prepare For Better Times**  
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27-28 July 2009 | Kuala Lumpur

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