



University of Connecticut

2009

# Supply Chain Management Program

UConn School of Business  
and  
Center for Continuing Studies

UConn Graduate Business Learning Center  
100 Constitution Plaza, Hartford, CT

June 15-16, 2009



In today's competitive environment, it is absolutely essential to have a responsive and cost efficient supply chain. **Supply Chain Management** is not simply another name for procurement or logistics or inventory management. It is a whole set of tools and techniques and a new way of looking at your value chain that leverages partnerships with suppliers with better understanding of your customers.

Whether you are a supplier, customer or manufacturer, understanding how you can create a dynamic and innovative supply chain is important to your global competitiveness. This 2-day program aims at giving you a better understanding of the **state of the art** in supply chain management, helps you **evaluate where your firm is** on supply chain performance, and gives you **tools and techniques** to help you improve your performance.

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## Benefits

### Gain understanding of:

- The importance of global supply chain management
- Your role in improving the firm's supply chain performance
- Key concepts to implement a supply chain improvement initiative
- Tools for undertaking supply chain analysis
- Procedures for assessing supply chain efficiency

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## Who should attend

Professionals who wish to enhance their skills in supply chain analysis and strategy formulation including: Mid-to Senior-level supply chain management, engineering, manufacturing, marketing, finance and information technology executives

## Agenda

### Monday June 15, 2009

- 8:00 Registration and Continental Breakfast
- 8:30 Welcome and Introduction  
Prof. Nair
- 9:00 Beer Distribution Game  
Profs. Schommer/Nair
- 10:30 Break
- 11:00 Supply Chain Analysis and Design  
Profs. Nair/Schommer
- 12:30 Lunch
- 2:00 Negotiations and Relationship Management in Supply Chains  
Profs. Diplock/McEvoy
- 3:30 Break
- 4:00 Financial Supply Chain Risk Mitigation  
Profs. Pishtey/Nair
- 5:30 Informal Cocktail Reception/Dinner
- 7:00 Optional Panel Discussion  
(*participant experiences*)

### Tuesday June 16, 2009

- 8:30 Continental Breakfast
- 9:00 Supply Chain Management as Brand Differentiator  
Profs. McEvoy/Diplock
- 10:30 Break
- 11:00 Global Sourcing and Logistics  
Profs. Dowding/Schommer
- 12:30 Lunch
- 2:00 Supply Chain Analysis & Design Case Discussion  
Profs. Nair/Schommer
- 3:30 Break
- 4:00 Financial Payables, Supplier Financing  
Profs. Pishtey/Dowding
- 5:30 Program summary  
Prof. Diplock

## Faculty

**Peter Diplock, Ph.D.**, is the Associate Director of the Center for Continuing Studies. He received his Ph.D. from the University of Massachusetts Amherst in Organization Studies, and is a past recipient of the UMASS Distinguished Teaching Award and multiple recipient of best MBA professor award from Clarkson University where he was actively involved in Supply Chain Management Education and Programming. Peter specializes in Human Resource Management implications of supply chains including negotiations and relationship management.



**Tim Dowding, Ph.D.**, is Professor in Residence of Operations and Information Management at UConn's Business School. He teaches an experiential Supply Chain Management course that involves a China trip and focuses on global issues. Tim has 22 years of Naval service; both active and reserve.



**Kevin McEvoy** is Instructor in Residence in Marketing at UConn's Business School, where he has received several teaching awards. His career has focused on marketing and sales in the consumer packaged goods industry. His experience is in sales and marketing, new product development and channel development. Kevin has worked at General Foods, Colgate-Palmolive, Pepperidge Farm, Häagen-Dazs and several entrepreneurial organizations.



**Suresh Nair, Ph.D.**, is Professor of Operations and Information Management at UConn's Business School, has been with the school for 20 years, and was recently Associate Dean. Dr. Nair's research interests are in applying optimization techniques to problems in Services, Manufacturing, Marketing, and Finance, including supply chain management. He has published in several top journals and is Senior Editor of *Production and Operations Management*.



**Joseph Pishtey** worked more than 30 years for Bank of America and its predecessors and retired as Senior VP of treasury operations. He is an expert in trade finance, and has received awards for his export promotion work. He has completed graduate work in banking and commercial lending from Rutgers and University of Oklahoma. Joseph is an adjunct professor at Rensselaer of Hartford and is on the advisory board of the Center for International Business and Research (CIBER) at UConn's Business School.



**Peter Schommer** is Adjunct Professor of Operations and Information Management at UConn's Business School and has taught in Part-time and Executive MBA programs. He has an MBA from the University of Connecticut. He is an expert in supply chain management, distribution planning, strategy, and six sigma with over 12 years of experience in the private sector. Pete has held a number of positions including Vice President of Logistics in a large, multi-national manufacturing company. He is Certified in Production and Inventory Management by APICS. Pete served in the US Navy as a Surface Warfare Officer.



First Name \_\_\_\_\_ MI \_\_\_\_\_ Last Name \_\_\_\_\_  
 (Name as it will appear on your certificate, if applicable. Please print clearly)

Title/Position: \_\_\_\_\_

Company Name \_\_\_\_\_

Birth date \_\_/\_\_/\_\_\_\_ Your birth date is required when registering for all CCS courses.  
 MM DD YYYY

Please check one (preferred address):  Business  Home

Street Address \_\_\_\_\_

City \_\_\_\_\_

State \_\_\_\_\_ Zip \_\_\_\_\_

Country (other than USA) \_\_\_\_\_

Daytime Phone ( ) \_\_\_\_\_

Evening Phone ( ) \_\_\_\_\_

Fax Number ( ) \_\_\_\_\_

Email address: \_\_\_\_\_

Please indicate if you require any special accommodations to participate, or if you have any dietary restrictions:

### HOW TO REGISTER:

Note: In an effort to increase security and prevent identity theft we offer the following registration and payment methods.

**ONLINE:** [www.continuingstudies.uconn.edu](http://www.continuingstudies.uconn.edu)  
 (VISA, MasterCard, Discover, Diners International accepted)

**MAIL:** Complete your registration form, enclose payment in full, and mail to: University of Connecticut, Student & Financial Services, One Bishop Cir., Unit 4056, Storrs, CT 06269-4056

**IN PERSON:** At the University of Connecticut, Student & Financial Services, One Bishop Cir., Room 114, Storrs. Office hours are from 8:30 a.m. to 4:30 p.m., Monday through Friday.

Registrations will be confirmed in writing, with directions to the program site included. Please photocopy this form for multiple registrations.

### Fees:

Early Registration (On or Before May 15<sup>th</sup>)

- Single \$1895  
 Group (3 or more)\* \$1595 per person

Registration (After May 15<sup>th</sup>)

- Single \$2045  
 Group (3 or more)\* \$1745 per person

\*Group may be comprised of members from one company or institution or from a set of supply chain partners. Group registrations must be submitted together by mail to qualify for discount.

Total Course Fees \$ \_\_\_\_\_

### METHOD OF PAYMENT

Check or money order enclosed, payable to UCONN

PO# \_\_\_\_\_ PO Issuer \_\_\_\_\_

Contact Person \_\_\_\_\_

Contact Person's Phone Number \_\_\_\_\_

### REFUND/CANCELLATION POLICY:

Cancellations received before June 1<sup>st</sup> will forfeit a \$100 processing fee. After June 1<sup>st</sup> no refunds are available. Substitutions may be arranged by calling 860-486-1058.

### Registration questions:

**Susan Morrow**, Program Secretary, Center for Continuing Studies  
 860-486-1058

### Content questions:

**Suresh Nair**, Professor of Operations and Information Management, School of Business

Email: [suresh.nair@business.uconn.edu](mailto:suresh.nair@business.uconn.edu)

**Peter Diplock**, Associate Director, Center for Continuing Studies

Email: [peter.diplock@uconn.edu](mailto:peter.diplock@uconn.edu)