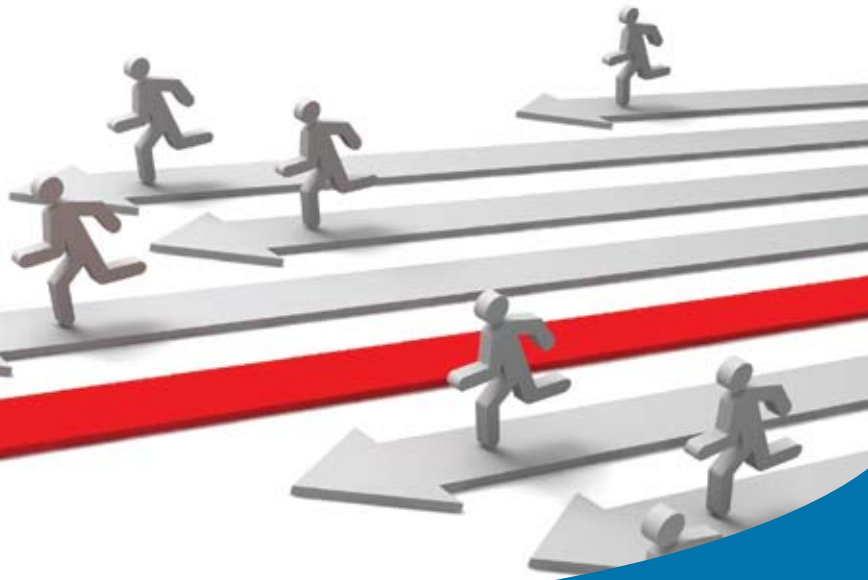




All Programmes conducted by MISI are eligible for HRDF claims, subject to prior application to HRDF by the employers/companies.



**MISI** MALAYSIA INSTITUTE FOR SUPPLY CHAIN INNOVATION

**MIT GLOBAL SCALE NETWORK**

# SUPPLY CHAIN SHORT COURSES

Program Code: (R/345/7/0208)(07/2022)  
MQA Code:(MQA/FA 2296)

## About Us

The Malaysia Institute for Supply Chain Innovation (MISI) was founded in 2011 by the Government of Malaysia in partnership with the Massachusetts Institute of Technology. The mission of MISI is to create an international center of excellence for research and education in Logistics and Supply Chain Management that actively engages with industry and the public sector to develop and disseminate knowledge. One element of executing this mission is the delivery of high quality and relevant executive education programs for industry. In support of this objective, MISI is launching a set of short duration executive education programs aimed at enabling working professionals in supply chain management improve their job performance and gain an insight into emerging technologies.

## The Following Short Courses in Supply Chain Management will be Offered

Programs	Duration and Date	Price
Business Analytics	(2 days: Sept 6 & 7, 2018)	MYR 2,800
Procurement Fundamentals – Negotiation	(1 day: Sept 20, 2018)	MYR 1,400
Industry 4.0 & Supply Chain Management	(1 day: Sept 21, 2018)	MYR 1,400
Strategic Supply Chain Management	(2 days: Oct 11 & 12, 2018)	MYR 2,800
Retail Supply Chains and E-commerce	(2 days: Oct 18 & 19, 2018)	MYR 2,800
Financial Analysis of Supply Chains	(2 days: Nov 15 & 16, 2018)	MYR 2,800
Procurement Fundamentals – Total Cost Analysis & Supplier Relationship Management	(2 days: Nov 22 & 23, 2018)	MYR 2,800
Procurement Fundamentals – Category Management	(1 day: Dec 6, 2018)	MYR 1,400

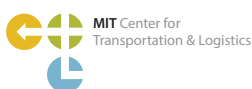
\*Participants who register for more than one course will receive a discount of 10% on additional courses.

\*For company training requirements of 15 or more members, the program dates can be changed, based on specific requests.

\*Courses will be repeated after the cycle is complete. If you are interested in a course that has just been completed, contact us for more information.

## MIT Global SCALE Network

The MIT Global SCALE Network is an international alliance of leading-edge research and education centers dedicated to the development and dissemination of global innovation in supply chain and logistics. The MIT Global SCALE Network currently consist of 6 centers located in North America, Asia, Europe and South America.



## Brief Descriptions of the Courses

### Strategic SCM: Driving Competitive Advantage

Enterprises are becoming increasingly global, with supply chains spanning geographical boundaries. This course will draw on real issues confronting companies today to provide strategic frameworks for undertaking major decisions to increase competitive advantage.

### Financial Analysis of Supply Chains

Participants in this course gain a working knowledge about supply chain finance, working capital management, and the ways in which companies can improve their working capital efficiency. The material covered in this course is relevant to both large companies as well as small-and-medium enterprises (SMEs).

### Business Analytics

As a consequence of decades of information technology deployment, organizations today have more information at hand than ever before. But in many cases the information is not being utilized to out-think their rivals. Thus organizations are missing out on a potent competitive tool.

### Procurement Fundamentals – Negotiation

This course provides an introduction to negotiation in a procurement context (i.e., negotiations between a buyer and a vendor/supplier). The objective is to provide the participant with a structured foundation in the preparation and conduct of such negotiations.

### Industry 4.0 and Supply Chain Management

The objective of these courses is to educate the participants about Industry 4.0, its implications for the supply chains, and the ways in which companies can take advantage of the capabilities of Indus-

try 4.0. The material covered is relevant to both large companies as well as small-and-medium enterprises (SMEs).

### Procurement Fundamentals: Total Cost Analysis

Often procurement decisions are still made on piece costs ignoring supply chain and other indirect costs. In the world of global sourcing such decisions can end up being very expensive mistakes. In this course, the focus is on developing the skills to correctly evaluate total landed costs (TLC) and estimate total costs of ownership (TCO) if applicable.

### Procurement Fundamentals: Supplier Relationship Management

Procurement is not a “buy and forget” task. In most cases, significant effort has to be expended in supplier relationship management after the contract has been signed and the material begins to flow. In this course, several key elements of good supplier relationship management (SRM) will be discussed. Participants should be conversant with SRM and capable of framing a SRM program for their suppliers at the end of this course.

### Retail Supply Chains and E-Commerce

The objective of this course is to deliver core Retail Supply Chain knowledge required for executives in operational retail management and e-commerce, enabling them to make aligned decisions integrating supply chain issues across other functional areas of their businesses.

For more information regarding the courses please visit [www.misi.edu.my/scsc](http://www.misi.edu.my/scsc)

## The Faculty



Dr. Gonsalvez's research projects include the integration of financial options in the purchasing process, the implication of broad societal trends for mobility and the automotive industry, and logistics clusters as instruments for growth.

Prof. Dr. David Gonsalvez  
CEO & Rector, MISI



Dr. Ghosh's current research is based on modeling and analyzing sustainable supply chain initiatives of firms in emerging economies.

Dr. Debabrata Ghosh  
Assistant Professor, MISI



Dr. Tan's research includes reverse logistics operations and the use of information technology in third party logistics.

Dr. Albert Tan  
Adjunct Professor, MISI



Dr. Feizabadi's research focus is on supply chain strategy, intersection between strategic management and supply chain management.

Dr. Javad Feizabadi  
Director of PhD Program and Winter Academy, MISI



Dr. Ata's current research is based on optimization of large problems with flexible manufacturing capacity under uncertainty and emerging economies.

Dr. Asad Ata  
Associate Professor, MISI



Dr. Phadnis's research falls in the area of strategic decision making and long-range planning, and contributes to the scholarly domains of managerial cognition, dynamic capabilities, scenario planning, and supply chain strategy.

Dr. Shardul S. Phadnis  
Director of Research, MISI



For more information please visit [www.misi.edu.my](http://www.misi.edu.my)

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