



Supply Chain Management: Concept, Solution & Application Workshop

21 – 25 December 2026
Vienna (Austria)



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Introduction:

This supply chain management concept, solution, and application workshop are meticulously crafted to delve into the intricacies of supply chain management by examining its core concepts, innovative solutions, and real-world applications. Participants will thoroughly understand supply chain management, an integral component for creating a competitive advantage within any business structure.

Supply chain management is pivotal in linking various aspects of the buying and selling process. This supply chain management concept, solution, and application workshop aims to impart a comprehensive knowledge of logistics and demand aspects pivotal to an efficient supply chain. It will elucidate the basic concepts of supply chain management and showcase their relation to broader business strategies.

This supply chain management concept, solution, and application seminar ensures a complete and actionable learning experience for attendees by integrating various aspects of supply chain solutions, such as supply chain analytics applications, supply chain finance solutions, and integrated supply chain solutions, across all discussions about supply chain concepts, solutions, and applications.

Targeted Groups:

- Procurement professionals.
- Purchasing supervisors.
- Purchasing managers.
- Buyers.
- Senior buyers.
- Supply chain professionals.

Workshop Objectives:

By the end of this supply chain management concept, solution, and application workshop, participants will be able to:

- Understand the basic concepts of supply chain management.
- Recognize the correlation between time and cost efficiency.
- Identify the value-adding aspects of customer-oriented processes.
- Collaborate effectively with all supply chain stakeholders.
- Innovate with solutions that go beyond conventional strategies.
- Employ the 8 Rules for Effective Supply Chain Management.
- Manage lead times for goods and material movement efficiently.
- Achieve a balance between cost and service quality.
- Apply best practices and learned skills for workplace improvement.
- Implement supply chain planning solutions to improve workplace productivity.
- Apply the 8 Rules for Effective Supply Chain Management in a practical context.

Targeted Competencies:

Participants competencies in this supply chain management concept, solution, and application training will enhance their abilities to:

- Acknowledge the necessity of business process changes.
- Realize financial benefits afforded by competent supply chain management.
- Understand the impact of time accumulation on supply chains and profitability
- Implement and retain improvement strategies
- Align business actions with best-in-class supply chain practices

Workshop Content:

Unit 1: Fundamental Supply Chain Concepts:

- Definitions and critical roles of logistics and supply chain management.
- How are buying, making, moving, and selling activities integrated?
- The trajectory of supply chain management evolution and history.
- Dynamics and efficient operations within the what is the supply chain concept.
- Comprehension of Supply Chain Operations Reference Models SCOR.
- Exploration of the Theory of Constraints TOC and its relevance.

Unit 2: Key Aspects and Rules of Supply Chain Management:

- Maintaining the cost-service balance.
- Principles of customer service in the supply chain.
- Organizational structures and their impact.
- Inventory management fundamentals.
- Examining lead times and their extensive effects.
- Adding value strategically.
- Production options and trade-offs with a focus on value addition.

Unit 3: Embracing Supply Chain Solutions:

- Understanding departmental conflicts.
- The benefits of interdepartmental synergy.
- A supply chain view of total acquisition costs.
- Competitive advantages arising from effective supply chain management.
- Looking at demand amplification and the "Forester" effect.
- Appreciating the impact of uncertainty and unresponsiveness.
- Seeing how we currently manage the supply chain.
- Current supply chain management practices versus more effective alternatives.

Unit 4: The Interplay of Strategy and Supply Chain Relationships:

- Strategic impact on order quantities.
- Cost reduction.
- Development sharing and collaboration strategies.
- Overcoming external and internal transaction barriers.
- Integration of supply chain relationships.
- Segmentation and product formatting.
- Business strategic alignment with supply chain decisions.
- Exploring supply chain planning.
- Competitive positioning strategies.
- Outsourcing considerations and leveraging postpone-and-consolidate logistics.
- Using postponement and consolidation logistics.
- Examining demand planning.
- Approaches of Quick Response QR, Vendor Managed Inventory VMI.
- Collaborative Planning and Forecast Requirements CPFR.
- The lean supply chain.

Unit 5: Enhancing Supply Chains with Analytical Applications

- Manufacturing and retailer case studies.
- The major lessons and key aspects from experience.
- Oil and Gas in the UK experiences.
- Key questions to be answered.
- The changes needed with suppliers and customers.
- The changes need to be made to internal organization and management practices.
- Potential action is required.
- The 'doing nothing' future, with 'lessons from experience.'
- Guarding against futures of higher stock levels and competition gains.
- Breaking down traditional silo/closed management.
- A 5-step approach to logistics and supplier development.
- The Supply Chain Rules Encore.
- The rules to give competitive advantage from effective supply chain management.

Conclusion:

This supply chain management concept, solution, and application workshop promises to be a transformative learning experience. Incorporating supply chain finance solutions and simplifying them into the curriculum will enable the participants to grasp the basic concepts of supply chain management and apply them effectively to improve their organizational supply chain processes.