

# INTERNATIONAL SPRING SCHOOL – USA



MANAGING SUPPLY CHAINS FOR VALUE | COLUMBUS, OHIO, 2018-05-19 TO 2018-05-26



Global supply chains have the potential to create great value for an organization, but also extremely negative impacts for society. The proper design and management of an organization's supply chain is, therefore, critical to sustainable value creation.

In this unique executive training program participants will learn how to deal with the challenges of designing a supply chain that minimizes risk, carbon emissions, costs and transit times. Topics such as contracting with suppliers in an international business, procurement strategies, negotiation skills, and effective relationship management are all covered within this one-week program.

During an exciting week at one of the biggest campus universities in the US, you will participate in lectures and workshops taught by renowned and outstanding professors of the Fisher College of Business, The Ohio State University. The lectures will be complemented by on-site visits to well-known businesses in and around Columbus as well as a social program.

Take advantage of this unique program to expand your horizons, share your expertise, develop new skills and establish valuable connections personally and professionally!

## TARGET GROUP

- Managers
- Young professionals

## CONTENTS

- Sustainable High Impact Supply Chain Design
- Cooperative Procurement and Supplier Management
- Win/Win Negotiations

## OBJECTIVE

- Comprehensive understanding of sustainable supply chain design
- Development of negotiations skills and strategies for suppliers qualification

## COMPLETION

KLU/OSU Executive Education  
Program Certificate

## LOCATION AND PROGRAM DURATION

- Program duration: 6 days
- Location: Fisher College of Business, The Ohio State University, Columbus, Ohio

## TUITION FEE

6,000 Euros (includes teaching materials, accommodation, day catering and supporting program, excludes individual travel expenses)

## ACADEMIC DIRECTORS

- Prof. Dr. Rod Franklin (KLU)
- Prof. Dr. Douglas Lambert (OSU)
- Prof. Dr. Michael Knemeyer (OSU)

## REGISTRATION

Participants should demonstrate:

- sufficient English language skills (i.e. IELTS, TOEFL etc.)
- a first academic degree
- working experience of at least 3 years

Please register online at [www.the-klu.org](http://www.the-klu.org) or send an email to Holly Hillen, [professional@the-klu.org](mailto:professional@the-klu.org)