

Management Development Program
on
**“Sales & Operations Planning with Supply
Chain Optimization Techniques”**

November 15th - 16th, 2018



Program Directors:

Prof. Siddharth Varma
Prof. Alok Kumar Singh



International Management Institute
New Delhi

INTRODUCTION

In the current business world, most of the companies are facing problem to co-ordinate between their partners of the Supply Chain. As used by experts, the business is going through VUCA (volatile, uncertain, complex and ambiguous) times. The customers now desire different types of products and also their preferences may keep changing very rapidly. Sales and operations planning (S&OP) is a process for better matching a manufacturer's supply with demand by having the sales department collaborate with operations to create a single production plan. The broader goal is to align daily operations with business strategy. Keeping in mind the dynamic nature of business, this program has been designed to assist operations manager to cope up with the ever-changing needs of the customers and keeping the operations aligned with it.

OBJECTIVES

The objective of the program is to help the sales and the operations manager by equipping him with the following concepts.

1. Different forecasting techniques which could be used for forecasting of demand.
2. Concept of Sales & Operations Planning (Aggregate Production Planning), and different strategies to meet the demand.
3. Concepts in inventory Management including models used for better inventory management
4. Concept of optimization in various supply chain echelons, e.g., transportations models.

CONTENTS

1. Forecasting Techniques
 - a. Qualitative and Quantitative Methods
 - b. Naïve, Moving Average, Weighted Moving Average, Exponential method, Seasonality, Winters Model, Holts Model
 - c. Errors in Forecasting
 - d. Selection of forecasting method
2. Sales & Operations Planning (Aggregate Production Planning/APP)
 - a. Concept of APP
 - b. Different Strategies for meeting uneven demand and their advantages and disadvantages
3. Inventory Management
 - a. Benefits of good inventory management
 - b. Different models for inventory management: Economic Order Quantity (EOQ), Reorder point model, Discounting Models, Periodic Review Model, Single Period Model
 - c. ABC, VED and FSN analysis
4. Supply chain optimization
 - a. Introduction to Linear Programming (LP)
 - b. Hands-on using Microsoft Excel for LP formulation
 - c. Generating Sensitivity report and analysis of the report

PEDAGOGY

1. The Program will incorporate modern pedagogical tools like case methods, videos and lectures.
2. Problem solving will be an integral part of the training program.

3. Some hands-on training using Microsoft Excel will also be provided.

WHO MAY ATTEND

Senior and Middle Level Managers/Officers.

FACULTY AND RESOURCE PERSONS

IMI faculty members and eminent resource persons will share expertise and experience in various sessions.

PROGRAM DIRECTORS

Prof. Siddharth Varma and Prof. Alok Kumar Singh

BRIEF PROFILES

Prof. Siddharth Varma worked in the industry prior to stepping into academics. He has had thirteen years of experience in the industry most of which has been with the downstream petroleum industry covering various functions including projects, procurement and logistics. He has worked with prominent organizations like Bharat Petroleum Corporation Ltd, Tide Water Oil. and Indo-Mobil which was a joint venture of Indian Oil Corporation Ltd with the American multinational Mobil.

In the year 2000, Professor Varma quit the industry and joined academics. He was an Associate Professor in Operations Management at Institute of Management Technology (IMT), Ghaziabad for more than four years and also a visiting faculty at the Department of Management Studies, IIT Roorkee. Later, he took up a position as Director (NCR Centre) of University of Petroleum & Energy Studies (UPES) and subsequently became Vice-President (Academic Administration) in the University. In 2009 he joined IMI as a Professor in the area of Quantitative Methods and Operations Management. He received the CMO (Asia) Award as a faculty in the Operations Management area in July 2011.

His areas of interest are Operations Management, Supply Chain Management and Project Management. He has presented papers in conferences and published in national as well as international journals.

Prof. Alok Kumar Singh holds a FPM degree (Fellow in Management) in Operations management and quantitative area from Indian Institute of Management, Indore. He is a Mechanical Engineer from College of Technology, Govind Ballav Pant University of Agriculture & Technology, Pantnagar.

Prof. Singh has a vast Industry experience of almost 8 and 1/2 years with more than 2 years of academic experience at College of Technology Pantnagar and Institute of Management Technology, Hyderabad. He has worked with Steel Authority of India Limited, A Maharatna Company, and a well known public sector enterprise in India. During his career at Bokaro Steel Plant, SAIL, he worked with various departments viz. Coke Ovens, Cold Rolling Mills and Steel Melting Shop. Currently he is working as Assistant Professor in Operations and Quantitative Management area at IMI, Delhi. His teaching and research interest span across the domain of operations management, Project Management, Supply chain management and quantitative Techniques.

Prof Singh was also involved in training activities at T & D centre of Bokaro steel plant. He was a regular faculty of Hydraulic and Pneumatic Lab of the T& D centre of Bokaro steel Plant. Prof Singh has also done MDP for ITEC participants and PSU's like WAPCOS. He was also involved in operations optimization process of new HCl

regeneration plant. He was involved in two major project of Bokaro steel plant. He has received the best employee of the month award from the Managing Director, Bokaro Steel Plant. Under his belt, the cold rolling mill achieved the maximum production in a shift and was given appreciation letter from Executive Director (Works). He has also conducted a national level conference at IIM, Indore. He has also published research paper in operations management area and has attended several conferences in India and abroad.

ADMINISTRATIVE DETAILS

Dates:

November 15th-16th, 2018

Venue:

International Management Institute
B-10, Qutub Institutional Area
New Delhi 110016

FEE

Non-residential: Rs. 18,000/- per participant (plus 18% GST as applicable) covering professional fee, program kit and lunch

Residential: Rs. 25,000/- per participant (plus 18% GST as applicable) covering professional fee, program kit and boarding/lodging (airconditioned single room) from noon of **November 14th 2018** till noon of **November 17th 2018** at IMI Campus.

Group Discounts

- 10% discount on fee amount is available in case an organization nominates 2 or more participants to the program.
- 20% discount on fee amount is available in case an organization nominates 4 or more participants to the program.

Fee is payable in advance by way of local cheque/DD in favor of "**International Management Institute**" payable at New Delhi or through direct electronic fund transfer to IMI Bank Account, as per following details:

Allahabad Bank Account Number: 50084979288
MICR Code: 110010007, IFSC Code: ALLA0211083
Pan No. AAAT10972K; GST No. AAAT10972KIZJ

Please mention the program name while making payment through electronic fund transfer.

REGISTRATION

The registration form duly filled in along with the program fee should reach us at least 7 days before the commencement date of the program. In case of subsequent withdrawal or cancellation of registration no refund of fee will be allowed. However, substitute(s) may be permitted with prior intimation.

CERTIFICATE OF PARTICIPATION

A certificate of successful participation by International Management Institute (IMI) will be issued to each delegate at the culmination of the program.

ABOUT IMI

IMI International Management Institute Nestled in Qutab Institutional Area, International Management Institute (IMI), New Delhi was established in 1981 in collaboration with IMI Geneva (now IMD Lausanne). IMI's flagship two-year Post-Graduate Diploma in Management (PGDM) program (launched in 1993) has Student Exchange programs with leading International Schools. These include ESC Rennes, France, Montpellier Business School, France, Frankfurt School of Finance and Management, Germany, Grenoble Ecole de Management, France, Louvain School of Management, Belgium, Sichuan Academy of Social Sciences, China, KEDGE Business School, France, University of Guelph, Canada to name a few. Besides its regular PGDM program, IMI New Delhi runs a two-year PGDM program in Human Resource Management (PGDMHRM) launched in 2006, a two-year PGDM program in Banking and Financial Services (PGDM B&FS) launched in 2014, a 15-month Executive PGDM for mid-career executives (Executive PGDM) launched in 1984 and a Fellow Program in Management (FPM) launched in 2011.

In addition, IMI New Delhi also offers ITEC (Indian Technical and Economic Cooperation) Programs, as it is one of the few empanelled Institutes of the Ministry of External Affairs, Government of India. Under the aegis of MEA organised special Commonwealth Assistance Program, 15 international students are selected into the Executive PGDM Program. These ITEC programs are targeted at various developing countries from the Afro-Asian, South American and SAARC region. Another distinguishing feature of IMI Delhi is its strong Alumni network of over 5000+ professionals at senior management levels in leading corporate houses.

All IMI New Delhi's long term programs are approved by AICTE, Ministry of HRD, and Government of India. IMI New Delhi is internationally accredited by Association of MBAs (AMBA), UK. IMI's diverse and experienced resource pool of faculty resources having a rich combination of academic rigor and corporate exposure is one of the institute's distinct strengths. This vast and enriched pool has a special focus on delivering management education, training, research and consultancy. IMI contributes significantly to the growth and development of management as a discipline in India.

IMI conducts a large numbers of Management Development Programs (MDPs) every year, which include Open Programs, specially designed In-company programs and Online programs in different functional areas. These programs are aimed at capability building of senior-level and top-level managers and executives to help them in updating their concepts and enhancing leadership and managerial skills.

IMI's strength across diverse management disciplines, backed by an excellent team of faculty and the strong network with eminent organizations, helps deliver its commitment towards its vision of being a premier global management school.

For registration/any other information, please contact:

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