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# Post-Graduate Diploma (PGD) Supply Chain Management (SCM)

Listed by Global Body  
Institute of Supply Chain



**Inchange**



**ASQ**  
Certified  
Quality Engineer  
The Standard of Excellence



Pakistan

**IBA CEE**

Center for Executive Education  
Institute of Business Administration

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# PROGRAM OVERVIEW

PGD in Supply Chain Management is designed to develop highly skilled supply chain practitioners with an in-depth understanding of strategic, tactical and operational issues relating to the end-to-end of Supply Chain Management. It will familiarize the students with the best practices in the industry (both local and international).

The PGD in SCM is designed towards developing SCM Professionals with proficiency in analytical, communication, strategic thinking, increasing managerial insight and developing specialist supply chain management competencies.

# MISSION STATEMENT

PGD-SCM is a program that has been developed to fill the competency gap. This program will transform the participants, no matter which area of the supply chain they belong to, into Supply Chain Specialists. We will develop them into life-long learners by providing an environment which is full of rigor and relevance. This will prepare them how to deal with existing and future challenges by developing their supply chain acumen, leadership skill, professional ethics and social sense.

# CURRICULUM

12 Courses + 1 Live Project = 42 credits

Supply Chain Up-Stream Elements

Supply Chain Operations Elements

Supply Chain Down-Stream Elements

Supply Chain Integration Elements

# PGD SCM COURSES BIRD'S EYE VIEW

## THEMATIC THREAD:

IT + TQM + Project Mgmt. + Communication Skills + Integration  
Contemporary Issues + Professional Ethics

### UP-STREAM ELEMENTS

- Strategic Sourcing & Negotiation Skills
- Managing Contracts & Supplier-Relationship
- Globalization & Import Export Policy

### OPERATIONS ELEMENTS

- Operations & Production Management
- Quantitative Methods for Decision Making
- Supply Chain Modeling & Simulation
- Manufacturing Strategy

### DOWNSTREAM ELEMENTS

- Logistics: Transportation & Warehousing
- Distribution & SC Network Design
- Customer Relationship Management (CRM)
- Forecasting & Marketing Management

### INTEGRATION ELEMENTS

- Supply Chain Management
- Accounting & Finance for SC Managers
- Enterprise Resource Planning (ERP)
- Supply Chain Performance Evaluation
- Quality Management
- Project Management
- SC Sustainability & Business Continuity
- Legal & Regulatory Env. of Business
- Organizational Behavior & Leadership

# TESTIMONIALS

“Representing a public sector institution which pursues traditional practices in “purchase” & “store”, among a batch of learners from diversified leading private organisations, enrolled to attain excellence in contemporary formats and practices in SCM under this PGD program took me surprisingly to the challenges of business of today. It has opened vistas which were always around, but I was not able to appreciate them earlier in my professional career. A well-defined domain of upstream, downstream, operations and their integration with ever evolving concepts of Green and Value Supply Chain are the topics which every participant of this program has excelled on.”

**Fakiha Rasheed – Batch 2018**  
**Manager Planning & Procurement**  
**Karachi**



“IBA PGD-SCM, a one-year program that has proved to be effective in strengthening my theoretical knowledge base along with enabling me to develop the practical skills required to take on the dynamic challenges in the world of supply chain. Being a student of this program and having received top class education all my life I sincerely appreciated the quality of faculty which was assigned to us. The vast knowledge of our professors in this course coupled with their relevant practical industry experience brings a whole new world of ideas and thought-provoking debates within the classroom.”

**Mujtaba Shahbazker – Batch 2018**  
**Head of Sales and Operations**  
**MKS Group**



“The PGD program has given me the gateway of new opportunities and exposure of supply chain as I was looking for to take my career into supply chain industry. This program has been designed for all the participants either has supply chain back ground (educational/professional) or wants to take career into the emerging field of SCM. The program has converted my hopes into firm believe and will change the real meaning of everyone’s life who wants to excel their career to the next level. Besides, it is well designed for beginners plus professional to get the immense knowledge and inimitable learning techniques and tools.”

**Faizan Ahmed Siddiqui – batch 2017**  
**Senior Cargo Assistant**  
**Gerry’s dnata (pvt) Ltd.**



“PGD Supply chain management program put the lessons into action; Program is rigorous and really imparts the right skill set through action-based learning. The diverse network of my classmates will help me to build broader linkages and identify top, like-minded talent. This program enhanced my skills regarding the operations.”

**Syed Muqeeb Ahmed Kazmi – Batch 2016**  
**Head QA External Supply Operations.**  
**Novartis Pharma Pakistan, Ltd.**





# PROGRAM OBJECTIVES

To develop ethical and competent supply chain leaders by:

- Providing knowledge of strategic, design /tactical and operational issues in managing supply chains.
- Exposing to upstream, operations, downstream and integration elements, with an especial emphasis on integration.
- Creating both the local and global mindset with national, regional and global business perspective.
- Grooming competencies in supply chain relevant: standards, best practices, and technology.
- Motivating for life-long learning, e.g. admitting in post-graduate studies and preparing for renowned international certifications.
- Enhancing: creative; analytical problem solving; project management; team; and communications skills.
- Building business ethics with social and environmental sense.

# PROGRAM OUTCOMES

After successfully completing the PGD-SCM program, the participants will attain an ability to:

- Define and express fundamental issues at the strategic, design /tactical and operational levels in managing supply chains.
- Identify and illustrate the basic upstream, operations, downstream and integrations elements for effective supply chain management.
- Know and comprehend local and global contemporary issues having implications on supply chain management.
- Apply modern modeling and simulation techniques, along with supply chain relevant standards, best practices, technology and computing tools.
- Identify, formulate and solve supply chain problems, and balance between the business and human factors while choosing among alternatives.
- Critique on elements of a supply chain strategy and their impact on business objectives along with recommendations for improvements.
- Continuously engage in education, professional development and personal effectiveness.
- Manifest project management and team skills in the diverse cultural setting.
- Communicate effectively with written, oral, and visual means in a technical setting.
- Appreciate the importance of ethical, social and environmental issues with business dilemmas.

# CLASSMATES

- 10 years average work experience
- Students mix of Managers from Middle & Senior Management
- Student representation from all sectors of organizations
- 83% students possess a Master's degree
- 100% of Alumni employed in Supply Chain Functions

# LIKELY JOB TITLES

- ERP Power User
- General Manager SCM
- Plant/Factory Manager
- Project Manager
- Supply Chain Performance Auditor
- Fleet Manager
- Head of Exports
- Procurement Manager
- Spend Analyst
- Supply Chain Quality Specialist
- Forecasting Analyst
- Material Manager
- Production Manager
- Supply Chain Consultant
- Supply Chain Risk Manager
- Logistics Manager

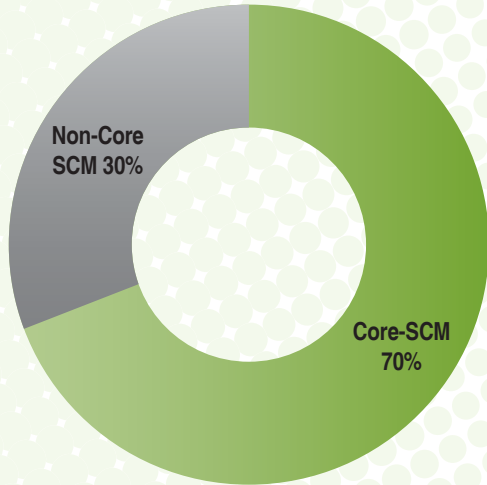
# CERTIFICATION EXAMS

On the basis of the program learning, the participants of this diploma will be able to appear confidently for Certification Exams offered by the following international bodies.

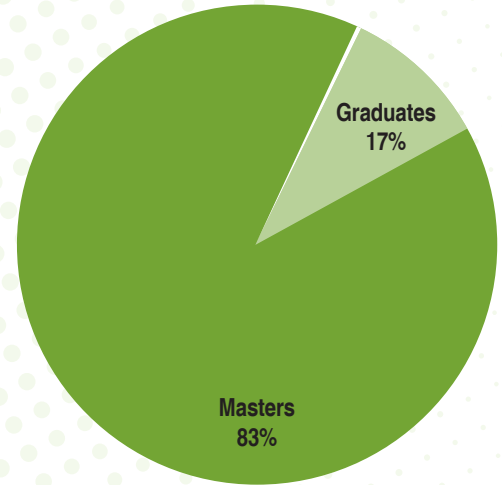
S. No.	Certification	Offered by
1	SCOR Professional (SCOR-P) Certification	APICS - SCC
2	SCPro Level 1, 2, 3	CSCMP
3	Certified in Production and Inventory Management (CPIM)	APICS
4	Certified Supply Chain Professional (CSCP)	APICS
5	Certified Professional in Supply Management (CPSM)	ISM
6	Certified in Logistics, Transportation & Distribution (CLTD)	APICS

# STUDENTS BY FUNCTION

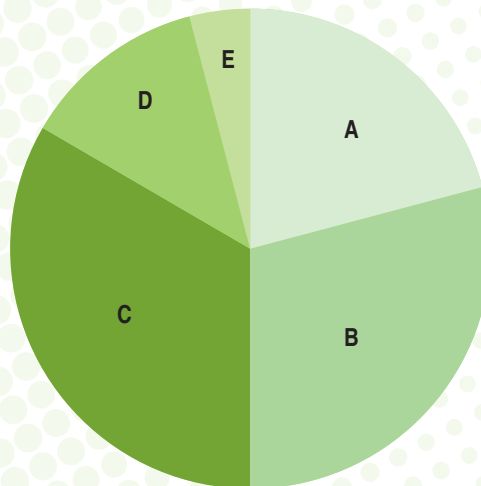
## CORE SCM



## STUDENTS BY QUALIFICATION



## EXPERIENCE



- A 3 Years 21%
- B 4-8 Years 29%
- C 9-13 Years 33%
- D 14-18 Years 13%
- E 19+ Years 4%



# STUDENTS ARE FROM THESE ORGANIZATIONS

- A. EX Co. Pvt Ltd.
- Abbott Laboratories Pakistan
- Al-Ghazi Tractors Ltd.
- Ali Gohar & Company
- Anwar Textile Mills Ltd. Pvt.
- ATCO Laboratories Ltd.
- Automotive Spares & Accessories Pvt. Ltd.
- Agha Steel Industries
- Avicon
- Adamjee Enterprises
- Albario Engineering Pvt. Ltd.
- A.A Exchange Co.
- Atlas Honda Limited
- Al Prince Engineers Pvt. Ltd.
- Bahria Town Karachi
- Bank Islami Pakistan Limited
- Bakri Energy
- Colgate Palmolive Pvt. Ltd.
- Centegy Technologies
- Dubai Super Store Thatta
- DarulSehat Hospital
- Damco Pakistan Pvt. Ltd.
- Gasco Engineering Pvt. Ltd.
- Gerry's dnata
- Getz Pharma Pvt. Ltd.
- Government of Sindh
- Gear For Sports Inc.
- Ghazi Logistics Pvt. Ltd.
- Hoora Pharma
- Hospital Supply Corporation
- Habib Metropolitan Bank Ltd.
- IBA, Karachi
- IBM Pakistan
- Ismail Industries Ltd.
- Indus Motor Company Ltd.
- International Industries Limited
- Lahore Electric Supply Company
- Lucky Cement Limited
- M/S Hanif Packages Ltd.
- MKS Group
- Mondelez International
- Marie Stopes Society
- Macos International Agencies/Uncia Group
- Murtaza Corporation
- New Indus Goods Forwarding Agency
- Pakistan Army
- Pakistan Petroleum Ltd.
- Pak Suzuki Motors
- Pakistan Security Printing Corporation
- Pakistan State Oil
- Pharmevo Pvt. Ltd.
- Pharmatec Pakistan Pvt. Limited
- Reign Pharmaceuticals PCSIR KLC Pvt. Ltd.
- Reckitt Benkiser Pakistan
- SBB Accident Emergency & Trauma Center
- Shell Pakistan
- Syngenta Pakistan Ltd.
- Shangrila Pvt. Limited
- Shabbir Tiles & Ceramics Ltd.
- Shan Foods
- Sidat Hyder Morshed Associates Pvt. Ltd.
- TATA Pakistan
- Tabba Heart Institute
- Thatta Cement Company Limited
- Tapal Tea Pvt. Ltd.
- Vertex Pvt. Limited
- World Wildlife Fund
- Yunus Textile Mills Ltd.
- Zameen.com

## WHO SHOULD APPLY?

- Management level Executives wanting to enhance their skills in the supply chain management area.
- Those who are managing supply chain of any magnitude or Anyone who opt for SCM (Mid-career shift)

## ELIGIBILITY CRITERIA

Applicant must have a bachelor's degree from HEC recognized educational institution in any area of study (or particularly in Supply Chain Management) and:

- 14 Years Education with 6 years' post-quantification work experience.
- 16 Years Education with 3 years' post-quantification work experience.
- Holders of professional degrees

Preliminary Interviews & Test will be conducted to shortlist the candidates.

## SALIENT FEATURES

- 1 year weekend program  
(ideal for working professionals)
- Case Study based teaching
- Real life learning
- Simulations
- Guest speaker sessions
- Industry Trips
- Live Projects
- Video Conferences

## PEDAGOGY

- In-depth study of various projects in Pakistan
- Learning from the best practices & functions of projects around the world:
- Case Studies
- International Journals
- Text Books
- Standards & Certifications
- Governmental Laws & Regulations , Compliance
- Lecture (Class room & Video Conference)
- Project (Live business cases from the organizations)
- Group Activities / Simulations/ Syndicate
- Visits: Strategic Supply Chain Locations

## THE TESTING PROCEDURES

The testing procedures are congruent with these pedagogical objectives and are designed to ensure that the above is achieved. Students will be assessed as per indicative distribution in the table.

### Course Evaluation

Class Participation/Case study	15%
Assignment/Quiz	20%
Midterm exam	20%
Term Project Presentation & Report	15%
Final Exam	30%
<b>TOTAL</b>	<b>100%</b>

\*could be changed as per nature of courses.

# COURSES

Course Code		Course Title	Core/Elective
MKT	559	Supply Chain Management	Core
SCM	531	Accounting & Finance For SC Managers	Core
MGT	510	Operation & Production Management	Core
MKT	571	Strategic Sourcing & Negotiation Skills	Core
MTS	506	Quantitative Methods for Decision Making	Core
SCM	532	Logistics: Transportation & Warehousing	Core
SCM	533	Enterprise Resource Planning (ERP)	Core
SCM	534	Managing Contracts & Supplier Relationship	Core
SCM	544	Supply Chain Modeling & Simulation	Core
SCM	535	Distribution & Supply Chain Network Design	Elective
SCM	542	Supply Chain Performance Evaluation	Elective
SCM	548	Quality Management	Elective
MGT	555	Project Management	Elective
SCM	541	Supply Chain Sustainability & Business Continuity	Elective
LAW	501	Legal & Regulatory Environment of Business	Elective
SCM	543	Globalization and Import-Export Policy	Elective
SCM	549	Manufacturing Strategy	Elective
SCM	545	Customer Relationship Management (CRM)	Elective
SCM	546	Forecasting and Marketing Management	Elective
MGT	557	Organizational Behavior & Leadership	Elective
PRJ	701	SCM Project (Capstone)	Project

# FACULTY

The top leading faculty for the program is drawn from a mix of Academicians, Industry Practitioners, and globally renowned professionals.

- Industry Practitioners
- Scholarly Academicians
- Practicing Academicians
- Foreign Faculty from Globally top-Ranked Schools

# FEE STRUCTURE

## Fees Structure

Processing Fee (Already Paid by candidates)	PKR 3,500	<b>Fee paying method:</b>			
Admission Fee (Non-Refundable)	PKR 20,000	1. Demand Draft (DD) / Pay Order (PO) in the name of: IBA, Karachi OR 2. Online Payment: <a href="https://onlinepayment.iba.edu.pk">https://onlinepayment.iba.edu.pk</a>			
Diploma Certificate Fee	PKR 5,000				
Fee per course (if paid in full)	PKR 30,000				
Fee per course (if paid in full) for public sector employees	PKR 20,000				
Fee per course (if paid in installments)	PKR 35,000				
Fee per course (if paid in installments) for public sector employees	PKR 23,450				
<b>Tuition Fees</b>	<b>Semester 1</b>	<b>Semester 2</b>	<b>Semester 3</b>	<b>Total Program Fee</b>	
<b>Last Date of fee submission</b>	<b>29-Dec-18</b>	<b>30-Apr-18</b>	<b>30-Aug-18</b>		

## Fee Schedule

<b>Advanced Payment Schedule</b>				<b>Total</b>
Fee (If paid in full advance)	PKR 360,000			<b>PKR 360,000</b>
<b>Total in Advance</b> (with admission fees and Diploma Certificate Fee)	PKR 385,000			
<b>5% Tax</b>	<b>PKR 19,250</b>			
<b>Total in Advance</b> (with admission fees and Diploma Certificate Fee and 5% Tax)	<b>PKR 404,250</b>			<b>PKR 404,250</b>
<b>Installments Payment Schedule</b>				<b>Total</b>
FEE (If paid in 3 equal installments)	PKR 140,000	PKR 140,000	PKR 140,000	<b>PKR 420,000</b>
<b>Total in installments</b> (with admission fees and Diploma Certificate Fee)	PKR 165,000	PKR 140,000	PKR 140,000	
<b>5% Tax</b>	PKR 8,250	PKR 7,000	PKR 7,000	
<b>Total in installments</b> (with admission fees and Diploma Certificate Fee and 5% Tax)	<b>PKR 173,250</b>	<b>PKR 147,000</b>	<b>PKR 147,000</b>	<b>PKR 467,250</b>

## Fee schedule for Public Sector Employees

<b>Advanced Payment Schedule</b>				<b>Total</b>
Fee (If paid in full advance)	PKR 240,000			<b>PKR 240,000</b>
<b>Total in Advance</b> (with admission fees and Diploma Certificate Fee)	PKR 265,000			
<b>5% Tax</b>	PKR 13,250			
<b>Total in Advance</b> (with admission fees and Diploma Certificate Fee and 5% Tax)	<b>PKR 278,250</b>			<b>PKR 278,250</b>
<b>Installments Payment Schedule</b>				<b>Total</b>
FEE (If paid in 3 equal installments)	PKR 93,800	PKR 93,800	PKR 93,800	<b>PKR 281,400</b>
<b>Total in installments</b> (with admission fees and Diploma Certificate Fee)	PKR 118,800	PKR 93,800	PKR 93,800	
<b>5% Tax</b>	PKR 5,940	PKR 4,690	PKR 4,690	
<b>Total in installments</b> (with admission fees and Diploma Certificate Fee and 5% Tax)	<b>PKR 124,740</b>	<b>PKR 98,490</b>	<b>PKR 98,490</b>	<b>PKR 321,20</b>

\* Students are required to arrange for their own books and photocopying, etc.

Apply Online at:

<https://onlineadmission.iba.edu.pk/>

Details: <http://www.ihsantrust.org/>



# NEWS & EVENTS

## GUEST SPEAKER SESSIONS

President SCAP & Aaramshop, BoD Al-Shaheer & GS1, and the President Supply Chain Association of Pakistan (SCAP), Consultant and a renowned Speaker/Trainer, Mr. Qaysar Alam, having a work experience of 29 years at Unilever Pakistan, conducted a Guest Speaker session on: "Challenges & Solutions in Managing FMCG Supply Chains in Pakistan". This event was organized by PGD-SCM Program Office, CEE-IBA-Karachi on 23rd September, 2016. More than 100 individuals from various renowned companies at various levels such as: Directors, CEOs, HoDs and Managers showed interest and attended this session. PGD-SCM Students were present at this important event. M. Qaysar Alam shared his immense knowledge & experience in achieving efficiencies in speed, service and cost. He acutely discussed about the Globalization of manufacturing operation, safety and quality of the product, supplier base consolidation, access to the latest technologies, improvement of productivity, profit maximization by smartly reducing the supply chain cost, managing demand volatility and protocol of S&OP. He molded the perspective and understanding of managing the FMCG Supply Chains under current challenges, he also laid a deep intuition to their solutions. This session expanded the horizon of each participant and constructed a sound ground to understand the future needs of Supply Chain in Pakistan. The session concluded by bestowing the memento to the Honorable Guest and with the vote of appreciations from the audience.



To watch the Coverage of the whole session you may visit the following link:

<https://www.youtube.com/watch?v=CsdQYt3Z3qY>

Please visit News & Events page of Supply Chain Management to get to know more about Guest Speakers sessions

## GS1 ACADEMIC CERTIFICATION

The lead trainer, Mr. Terry Papadis, Manager (Education and Training) GS1 Australia, engaged 3-days training on GS1, the most widely used supply chain standards system in the world, in which he discussed about barcodes and their applicability in supply chain. PGD-SCM Participants took their online-exam and successful participants will receive an academic certification from GS1. PGD-SCM is also planning to establish Simulation Laboratory.





### 3RD ADVISORY COMMITTEE MEETING

For achieving the objectives of the PGD-SCM Program and giving fresh direction, the third Advisory Committee Meeting was called on October 2nd, 2016. The discussion panel consisted of high profile supply chain specialists both from industry and academia. A healthy debate took place around: Administration policies of the Program; PGD-SCM Capstone Project Handbook and selected TORs; and Course Contents. Furthermore, faculty members' experiences and participants' feedback was also discussed to maintain the quality of this program. Individuals who participated as an expert were: Qaysar Alam (President SCAP & Aaramshop, BoD Al-Shaheer), Hanif Ajari (Director Strategic Development, Getz Pharma), Ali Imam Qadri (Procurement

Industrial Liaison, NED), Faisal Jalal (CEO, Sinofeng), Syed Ghazanfar Ali Shah (HOD Supply Chain, IIL), Asad Nizamani (Senior Manager Imports, Abbott Labs.), M. Salman (Supply Chain dept., ICI), Shaheryar Najeed (Procurement Officer, PPL), S. Nasir Ali (Procurement dept., PPL), Dr. Izhar Hussain (Director CEE, IBA) and Dr. Rameez Khalid (Academic Director PGD-SCM, IBA)



More Committee Meetings for further implementation plans has been arranged till 2018.

## SIMULATIONS

### Witness Simulation

IBA has been hosted Dr. M. Latif from Manchester Metropolitan University, an expert on Supply Chain Simulations. He delivered a 5-Day workshop for PGD-SCM Participants. Dr. Latif, using "Witness" software, simulated the performance of an internal and then external supply chain so that complex relationships can be understood and opportunities for improvement can be found. IBA has acquired licenses for 'Witness' as well and will be offering customized workshops soon.



# IMPORT-EXPORT SIMULATION

A full day Simulation session on Import-Export Procedure was held under the supervision of Mr. Faisal Jalal –CEO, Sinofeng Pakistan Pvt. Ltd. And Dr. Rameez Khalid – Academic Director PGD-SCM. Mr. Nabeel Sher, who has extensive experience of rice export, was also invited to join as an expert. Participants got rigorously involved in the activity, both learning and enjoying at the same time. Participants were divided into eight teams; four representing Pakistan and other four China. The four teams were: Exporter, Importer, Bank, and Freight Forwarder. This simulation has been introduced within the “**Globalization and Import-Export**” (GIMPEX) course of PGD-SCM. It was one of its kind in providing real-time experience during Import-Export practice. PGD-SCM Program Office is doing its utmost in introducing more simulations and engaging activities in other courses of supply chain management. Simulations are proven techniques that enhance the learning exponentially, especially in andragogy. Instructors gave inputs and suggested corrections in real time. A specialized dash board was designed by Ms. Quratulain (Executive, PGD-SCM Program). To witness Simulation environment, visit: <https://youtu.be/JXolimatiyI>





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