

Workshop on  
**Global Sourcing:**  
Effective Import & Export Strategies

August 21 & 22, 2024

City Campus, IBA Karachi

## Introduction

Supply chains are the arteries of today's globalized economy and thus managing Global Sourcing in these supply chains has never been as challenging as it is today. As more companies have outsourced production to overseas locations, supply chains have been extended, the number of nodes increased, and the complexity of the networks has grown exponentially. This workshop is especially designed to develop Operational, Tactical, as well as Strategic level knowledge of "Global Sourcing". It will expose the participants to the best practices, drivers, barriers, models, tools, financing and payment methods, and stakeholders (such as importers, exporters, banks, customs, freight forwarders and NVOCCs) involved in global sourcing.

This workshop will not only focus on abstract global sourcing but will also enable the participants to learn it by experience via "Gamification" – i.e., advanced simulations that are more than theory and are proven effective pedagogical tool. This applicative nature of the workshop provides an opportunity for companies and individuals interested in developing effective global sourcing skills to aim for "Sourcing Leadership". Trainers will present practical advice and guidance underpinned by academic theory and supported by an extensive range of real-world case studies including famous companies in Pakistan. Participants are shown how to develop, deliver and sustain Global sourcing performance with clear and accessible guidance. Another advantage is the exposure to content backed by globally renowned sourcing bodies (such as CIPS, UK and ISM USA).

# Topics Covered

Outcomes of this workshop are defined using levels of Bloom's Taxonomy: Remember, Understand, Apply, Analyze, Evaluate, & Create. These are mentioned in front of the topics covered.

- Context: Sourcing and Supply Chain Management; Strategic nature of Sourcing Decisions. [remember]
- Sourcing: : Strategic Sourcing Process, Supply Market Research Techniques, SMI, Strategic Alignment; Local versus Global Sourcing Strategies, Current Paradigms, Models, Issues and Best Practices; Buying Techniques for Smaller Volume Buyers. [understand]
- Global Sourcing Process: International Trade: Tariff, Financing & Barriers, Source-to-Settle Process (S2S), Import Policy & Procedures: relevant Laws, SROs, FTA Agreements, Duty Drawbacks, Bonded Logistics, and FTZs, Portfolio Model for Global Sourcing, Step-by-step Import Process; Supplier Risk Wheel in Global Sourcing, Tariff Engineering, SRM & Supplier Quality in Global Sourcing; Logistical Interfaces, Best Practices in effective Customs Duty Management, . [understand & apply]
- Approaches: Kralijic Matrix; TCO /TCA /TLC Calculations, Models and Matrices; Spend Analysis; Reverse Auction; Foreign Supplier's Quality Assurance; Performance Measurement of Import Process. [apply, analyze & evaluate]

## Who should attend?

- Supply Chain Managers, Logistics & Distribution Managers, Freight Expeditors, Inventory Managers, Stock Controllers, Engineers, Senior Buyers, Executives from both Service & Manufacturing Industries (especially Textile, Health Care, Automotive, Banking, Academia & Government)
- Participants are encouraged to join the workshop with some idea of their companies' global and local sourcing details.

## Learning Outcomes

Upon completion of the workshop, the participants will be able to:

- o comprehend the Strategic Sourcing process and its contributions to Global Sourcing,
- o employ approaches and techniques to develop comprehensive Sourcing Strategies,
- o analyze and respond to the risks inherent in the end-to-end processes of International Trade,
- o develop a trade-off mindset necessary to run a successful Global Sourcing Strategy, and
- o drive sourcing performance and margin improvement ethically and sustainably.

# FACULTY

Multi-Year Global Sourcing Experience

## Mr. Faisal Jalal



Faisal Jalal is the Founder and Chairman of Sinofeng Pakistan Private Limited (Pak-China JV). Faisal's businesses developed over 12 years are collectively called 'FJ Holdings'. He has over 26 years diversified experience of working in senior management positions in multinationals, JVs and large Pakistani organizations, having served as General Manager of Thal Limited, Head of Supply Chain & IT at Agriauto Industries Limited, Head of Share Accounting Project Noble Computer Services Private Limited and Head of IT at atlas Asset Management Limited as well as Manager IT systems at Philips Electrical Industries of Pakistan Limited. Board Director and serves as a Director on the Board of various companies and Business School in Pakistan. He is a member of Peer Review Team Member of National Business Education Accreditation Council (NBEAC) a body of Higher Education Commission (HEC) of Pakistan.

Jalal has been involved in teaching at various Universities and Degree Awarding Institute in Karachi as well as conducted various professional trainings locally and internationally. At present he is a visiting faculty member of IBA - Karachi

## Dr. Rameez Khalid



PhD (France), SECP-Certified Board Director, SPPRA-Certified Trainer, PMP, CQSSBB, CPSM, OCP, PE, Associate Professor in the Department of Management at IBA Karachi. He did his Master leading to PhD in Industrial Systems from France; earlier, he completed bachelor's in mechanical Engg. from NED University. He is the former Director of IBA's Center for Executive Education, former Director Business Administration (MBA and BBA), Academic Director SCM Program, Chairperson of IBA's Consultant Selection and Procurement Committees. He is a consultant for Operations' Excellence, Warehousing, Project Management, Six Sigma, and Quality Management in a variety of industries. In recent past, he wrote a Strategy Paper for ICI Pakistan on 'Innovation Culture'. He is an Assessor in OHS, QMS, SC-SMS & MSDS. He has audited PPL, South City Hospital, NED, Indus Hospital, DP World, AKUH, TAV (Mothercare), Dollar Industries, LNH, and Diamond Paints on various standards. He is a member of HEC's NCRC on SCM and BoF of IBHM-DUHS. He is a published author as his papers have been published in international journals and conference proceedings. His interest areas are: Project Feasibility, Warehousing, Risk Management, Forecasting Demand, Lean Six Sigma, Operations Research, Project Management Maturity, and Supply Chain Performance Measurement with an especial focus on emerging economies. He has worked as a consultant /trainer with various companies and to name a few: PPL, Engro, Hinopak, PAAPAM, SSGC, Dawlance, Al-Tuwairqi, SEF, Lakson Group, Atlas Group, SPPRA, CDP-GoS, Feroze1888, HEC, IIL, SHCC, 1LINK & IITC-Hyundai.

**Fees Rs. 75,000 + 5% SST / participant.**

Inclusive of Course material, IBA Workshop E-Certificate, Business networking