

Workshop on Global Sourcing: Effective Import & Export Strategies

July 28 & 29, 2022

9:00 am to 5:00 pm

Venue: CEE@IBA, Karachi



OVERVIEW

This workshop is 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". Another advantage is the exposure to content backed by globally renowned sourcing bodies (such as CIPS, UK and ISM USA) along with lots of local and global cases.

Who should attend?

- Professionals, Engineers, Managers, 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.

FACULTY

Mr. Faisal Jalal

Mr. Jalal is the Founder and Chairman of Sinofeng Pakistan Private Limited (Pak-China JV). Faisal's businesses developed over 08 years are collectively called "FJ Holdings". He has over 22 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, and Head of IT at atlas Asset Management Limited as well as Manager IT systems at Philips Electrical Industries of Pakistan Limited. He is SECP-Certified Board Director and serves as a Director on the Board of various companies in Pakistan.

Faisal Jalal is a PhD – Scholar at NED University. He holds a Master of Engineering Degree from NED University. He is a graduate in Computer Information Systems from NED University. 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.

Jalal is CQSSBB, PE, SAP Certified Trainer, and a Certified Supply Chain Specialist; - Certification is approved by International Trade Centre UNCTAD/WTO (IITC), in Geneva, Switzerland (Accredited International Purchasing & Supply Chain Management Diploma Qualification) and has presented papers at conferences and training workshops in Pakistan and abroad. He has published a wide range of articles in News Papers and Magazines as well as participated in various programs as Business/ Economic Analyst. He was involved with USAID for Supply Chain related trainings and consultancies.

Dr. Rameez Khalid

Formerly, Dr. Rameez was the 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. He is an Assessor in OHS (ISO-18001), QMS (ISO-9001), SC-SMS (ISO-28000) & MSDS. He has audited PPL, South City Hospital, NED, Indus Hospital, DP World, AKUH, TAV (Mothercare), Dollar Industries, LNH etc, 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. 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, Feroze 1888, HEC, IIL, SHCC and IITC-Hyundai.

COURSE BENEFITS

This workshop is highly beneficial for fresh graduates who want to acquire a job in import function.

This workshop makes fresh graduates prepared for taking up a procurement position, especially for the global sourcing part, with confidence.

TOPICS COVERED

- Context: Sourcing and Supply Chain Management; Strategic nature of Sourcing Decisions. [remember]
- Sourcing: Achieving Strategic, Tactical and Operational Alignment with Sourcing; Local versus Global Sourcing Strategy: Current Paradigms, Models, Issues and Best Practices; International Trade: ariff Financing & Barriers. [understand]
- Global Sourcing Process: Source-to-Settle Process (S2S); Supplier Evaluation & Selection; Supply Market Analysis; Import Policy & Procedure; Stakeholders in Global Sourcing; Import Financing; Step-by-step Import Process; Managing Supplier Relationships and Supplier Quality in Global Sourcing; Transportation & Packaging in managing the Global Pipeline. [understand & apply]
- Approaches: Kralijic Matrix; TCO /TCA /Landed Cost Calculations; Spend Analysis; Reverse Auction; Foreign Supplier's Quality Assurance; Performance Measurement of Import Process. [apply, analyze & evaluate]

Workshop Fees PKR 50,000/participant

Inclusive of Course material, IBA Workshop Certificate, Lunch, Refreshments & Business networking

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