



**SUPPLY CHAIN  
MANAGEMENT  
TRAINING©**

### Key Outcomes/benefits

- Adopting an integrative view of supply chain management and business competitiveness.
- Advancing supply chain knowledge and its application to solve real-world problems
- Leading, managing and adding value as an SCM centralised team through improved:

### Key Topics

#### Day One

- Foundations of Supply Chain Management
- Supply Chain Management Policy :Understanding terms, concepts and tools
- Managing Supplier relationships
- Managing and measuring supplier performance
- Contract Management
- Procurement Management and Value leakage
- Negotiation Strategies
- Strategic and Tactical planning techniques

#### Day Two

- Market intelligence on trends & positioning
  - Positioning – industry spend patterns, dynamics, markets & suppliers
  - Potential leveraging opportunities
- Key business drivers beyond price
- Incorporate TCO into tender evaluation.
- Compliance: Regulatory and policy in:
  - material Movement
  - role and use of freight forwarders
  - Best use of Incoterms

#### Day Three: Half Day Workshop

- Action Planning to make a difference
- Enhance your business goals by using learned outcomes to prepare a renewed SCM action plan for your business

### Duration and format

Up to three days in duration, this highly participative workshop style program blends a variety of different methods, including presentations, facilitated group discussion, live examples from your company, project team work groups, exercises and case examples. The format allows participants to openly discuss issues from within their own organisation and benefit from the collective experience of participants and presenter.

### Powerful presenter/Facilitator

**Beverley Honig BA LLB MBA** is the CEO of Honeylight Enterprises Pty Ltd and is well known in industry and government as a business guru. She is commissioned to run tenders for many client organisations in the industry, and is a popular training developer and facilitator, with a background as an international lawyer.

She brings a wealth of global commercial experience in the areas of supply chain management, contracts, projects and sourcing. She has led reviews and structured management programs in the public and private sector across many industries. She also brings years of experience as an executive general manager at Coles Myer Ltd.

She is the published **author of the authoritative bestseller business book “Making Contracts Work”** and a renowned international public speaker. Beverley had had many years of general management experience in public companies such as Coles Myer, with responsibilities for asset portfolios worth \$1.5 billion.

Beverley is the Presiding Judge, Essential Services Commission Appeals, and has held board directorships across multiple industries, including Board Director Melbourne Markets, Centre for Adult Education, and AICC. She is a sessional lecturer and facilitator for QUT Business School's Executive MBA Program in Complex Project Management in Canberra for the Department of Defence, and is also a senior lecturer at Melbourne University in the areas of Project Management and Supply Chain Management. Beverley was nominated International Businesswomen of the year and is the recipient of several business awards presented by the Prime Minister, in recognition of outstanding contribution to international trade links. Beverley is listed in the Who's Who of Business.