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FINANCIAL MANAGEMENT IN SUPPLY CHAIN



Course Facilitator:

Mr. Muhammad Asghar
Fellow CIPS (UK), CMILT (UK),
SMASQ (UK), MASQ (USA), MIQA (UK)

Date & Venue:

26 October 2016 Movenpick Hotel Karachi
28 October 2016 Royal Palm Lahore

Workshop Investment: 45,000/- Inclusive of GST

Course Overview

The management of money, banking, working capital, credit, assets and investments associated with the national as well as international trade will facilitate imports and exports in the commercial activities of the supply chain. Trade Finance management includes assessing financial needs, methods of payment, financing techniques, planning, sources of finance, business planning, legal implications, and how they impact supply chain management.

Course Content:

1. a. Financial Risks (FR) and The Supply Chain
b. How to mitigate the major risks in Supply Chain?
c. Payment methods for mitigation of FR in Supply Chain?
d. Financing techniques for mitigating payment risk?
2. Current Ratio - which transactions effect it the financials and the supply chain?
3. Management of Working Capital? Reasons for deterioration.
4. Current Ratio and the Quick Ratio: value of company's inventory?
5. Calculate Profit Margin?
6. ROI measures?
7. Key Financial Analysis (KFA) measures? The Dp Mod.
8. INCOTERMS - The Essentials
9. Elements of a Credit Agreement (intentions of the parties) - fundamentals
10. Triple Bottom Line
11. Structuring Financial Transactions with banks?
12. Assessing the overall financial needs of the company's supply chain
13. Short term credit by banks?
15. Front Fee in the bank?
16. Documentary credit

- Lessons Learnt and The Way Forward.

Course Objectives:

By attending this training course, the attendees will be able to understand and acquire ability to implement:

- How Financial Planning impacts the Success of Supply Chain Management
- The difference between investments, finance and finance for SCM.
- How finance for supply chain (SC) operations is managed.
- What is involved in assessing the financial needs of an organization, and its supply chain operations.
- How to plan transactions and identify the right sources of finance.
- The importance of negotiations with financial institutions and legal contracts.
- The financial impact of supply chain management on the profitability of an organization.

Who should attend?

All those professionals and executives who are responsible for planning, managing the supply chain within their set financial plans, and has focused on ensuring cost-control - while ensuring seamless productivity and services support.

Methodology

- This professional training course will use the Best Practice based training methodologies and techniques, which include:
- Interactive Sessions
- Lecture Session based on Global Best Practices
- Individual & Group Exercises
- Role Plays
- Case Studies
- Real Life Examples
- Further Reading Articles & References



Course Facilitator:

Mr. Muhammad Asghar, who has earned the degrees of B.Sc., LL.B., MA (Int'l Relations), MBA (UK) and MA (Econ), is a Principal Consultant and Master Trainer / Coach the Tutelage Training & Consulting (Dubai - UAE). He has been associated, for over 14 years, with leading UK / USA / UAE / Saudi Arabia / Malaysia / Oman / Jordan / Singapore / Qatar & Switzerland based international business management consulting & training companies.

He is a graduate and Fellow of the Chartered Institute of Purchasing & Supply (England), Member of Institute of Management (UK) and Chartered Member of Institute of Logistics & Transport (UK). He has also been awarded Distinction Diploma - International Procurement & Supply Chain Management (IPSCM), by ITC (World Trade Organisation - UNCTAD), Geneva - Switzerland.

He is a senior member of American Society for Quality (USA), and Institute of Quality Assurance (UK), besides being a Certified Lead Assessor & IRCA (UK) Registered Auditor, and facilitator for the ISO 9001, ISO 14001 OHSAS 18001 and Business Excellence Model. He has been a Senior Assessor for Dubai Quality Awards, Dubai Service Excellence Scheme, and Sheikh Khalifa Excellence Award (Abu Dhabi Government). He has also been providing his expertise & evaluations for the prestigious awards like Emirates Business Women Award.

He regularly speaks at the global professional conferences and has designed numerous professional training courses / seminars / workshops, during his career. He is experienced in providing business consulting & training services to public sector organizations, oil sector companies, financial institutions & banks, trading & retail, telecommunications industry and educational institutions etc. across the Middle East and beyond. He is a popular speaker at the regional professional conferences & forums. He has led the strategic business services & logistics management operations of Emirates Bank International (now Emirates National Bank of Dubai) for over 05 years and of the First Guld Bank (UAE) for two years. He has been a Lead Consultant & Master Trainer for Bywater / Exxon Group (London-UK), for two years, prior to setting up The Tutelage Training & Consulting FZ-LLC (Dubai-UAE).

CLIENTELE:

A few Key Clients: Dubai Municipality, Etisalat, Dubai Internet City, Dubai Ports, JAFZA, Dubai Customs, Dubai Municipality, Saudi Mobil Refinery, Qatar Petroleum, Qatar Telecom, ADNOC, Tejari, GASCO, Dubai Media City, Dubai Internet City, Dubai Knowledge Village, Saudi ARAMCO, GNPOC(SUDAAN), OGDC(Pakistan), LUKOIL(Russia), DMCC, FERTIL, OMAN LNG, DEWA, Nestle Foods (Switzerland), SABIC (Saudi Arabia), Emirates Airlines, Abu Dhabi Executive Council, Boeing Aircrafts, United Nations (WTO, ITC) etc

For registration(s) send us your Participants Name,
Designation email, address & cell numbers
Also please provide us organization's NTN #

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Quickbiz Cancellation Policy:

Substitutions are welcome. cancellation must be confirmed by email. For Cancellation made in the 05 working days to the workshop, no refunds will be given.