PURCHASING & SUPPLY CHAIN MANAGEMENT

63rd ANNUAL EXECUTIVE SEMINAR

June 4-9, 2017
at the James B. Henry Center for Executive Development
Michigan State University

Executive Development Programs
Broad College of Business
MICHIGAN STATE UNIVERSITY
An Invitation
Join leading educators and industry professionals as they share their insights into the key strategies and practices that world-class organizations are using to achieve procurement and supply chain excellence and build sustainable competitive advantage. As research and experience indicate, the value of purchasing and supply chain strategies to a firm’s bottom-line performance can be significant.

We hope you will include this exciting seminar in your professional development plan this year.

Dave Frayer  
Seminar Director

Gary Ragatz  
Seminar Director

Joe Sandor  
Seminar Director

Five Key Themes
The five key themes of this seminar include:
- Procurement Strategy
- Supply Chain Integration/Collaboration
- Globalization/Global Sourcing
- Global Mega Trends and Change
- Risk Management/Sustainability

Who Should Attend:
This seminar is designed for executives and senior managers in purchasing, materials and supply chain who are interested in learning strategies, concepts and techniques necessary to contribute more fully to competitive performance at their firms. Strategic purchasing and supply chain management provides organizations with significant opportunities to leverage resources which may contribute to the effective identification/implementation of value-added initiatives.
The seminar uses a combination of presentations, small-group workshops and discussion sessions to promote interaction among participants and industry/academic speakers. The entire seminar, from morning breakfast through evening hospitality, is designed to maximize networking and the exchange of ideas.

Effective Practice Workshop

One of the highly successful features of this seminar is the effective practice workshop, which facilitates exchange of best practices between participants. These small-group discussions have led to implementation of innovative ideas and improvements across many organizations that have had meaningful performance impact.

Personal Action Plan

Each participant will be encouraged to complete a personal action plan. This document is designed to highlight key learnings and facilitate implementation of specific actions following conclusion of the seminar. This action-orientation has been an important hallmark of this seminar and is one of the reasons that many companies send representatives every year.

“Simply the best professional development class I’ve taken in years. Enables us to translate strategy to action to influence the business.”

– 2016 participant, Raytheon Corporation

“This program allows academia, real life experiences and issues to come together to enhance the knowledge and capabilities of today’s supply chain professional.”

– 2016 participant, General Motors Corporation

“The seminar opened up my thought processes to consider my existing strategies and how I can improve them to bring value to my company. I left with practical ideas that I can begin to implement immediately.”

– 2016 participant, Texas Instruments
Sunday, June 4, 2017

Reception and Dinner
  • Speaker: Mr. John Shull
    Vice President, Surgical Services, Spectrum Health

Welcome and Orientation

Monday, June 5, 2017

Procurement and Supply Chain Strategy Framework and Trends
  • Dr. David Frayer
    Director, Executive Development Programs, Michigan State University
  • Dr. Gary Ragatz
    Associate Professor of Supply Chain Management, Michigan State University

Integrated Supply Chain Strategy
  • Dr. David Frayer

Global Supply Chain Management Strategy at Texas Instruments
  • Mr. Jeff McLaughlin, Worldwide Director, IT Services & Procurement, Texas Instruments

Procurement & Supply Management Strategy at BP
  • Mr. Paul Massih, Vice President, Procurement and SC Mgmt., Global Wells Organization, BP plc

Critical/Emerging Issues Workshop
  • Dr. David Frayer
  • Dr. Gary Ragatz
  • Mr. Joseph Sandor
    Hoagland-Metzler Endowed Professor of Practice in Supply Management, Michigan State University

Tuesday, June 6, 2017

Global Mega Trends and Change
  • Mr. Keith Bezant Niblett, Assistant Director, Executive Development Programs, Michigan State University

Global Business Strategy Panel
  • Mr. Joseph Sandor
  • Ms. Liz Door, Whirlpool Corporation
  • Ms. Kristina Yonkers, Delphi Corporation
  • Ms. Robin Vogel, Wrigley Americas

Management & Transformation Strategies in Procurement at Whirlpool
  • Ms. Liz Door, Vice President, Global Strategic Sourcing, NA, Whirlpool Corporation
Effective Practice Workshop
• Participant Teams

Wednesday, June 7, 2017
Effective Practice Workshop Report-Out
• Participant Teams
Innovation Strategies
• Dr. Clay Voorhees
  Associate Professor of Marketing,
  Michigan State University
Deal Value vs. Real Value:
Changing the Negotiator Mindset
• Dr. Jennifer Dunn
  Assistant Professor of Management,
  Michigan State University
Procurement & Supply Chain Strategy
• Ms. Beverly Gaskin
  Executive Director, Global Purchasing–Powertrain
  General Motors Corporation

Thursday, June 8, 2017
Strategic Supply Chain Collaboration
• Mr. Joseph Sandor
Interdiction as a Supply Management Strategy
• Dr. Stanley Griffis
  Associate Professor of Logistics,
  Michigan State University
Sustainability Overview
• Dr. Carlos Mena
  Assistant Professor of Procurement,
  Michigan State University
Indirect Sourcing & Sustainability
• Mr. Jeff Smith
  Director, Indirect Materials & Services, DuPont
Strategic Cost Management
• Mr. Jimmy Anklesaria
  President & CEO, Anklesaria Group (AGI)
Reception and Dinner
• Speaker: Mr. Tom Stallkamp
  Principal and Founder, Collaborative Management

Friday, June 9, 2017
Procurement Strategy at IBM Corporation
• Mr. Louis Ferretti
  Project Executive, Product Environmental Compliance and SC Social Responsibility,
  IBM Corporation
Registration

Only advance registrations are accepted for this program. The 2017 seminar fee will be $4,995. This fee includes all meeting materials and meals, beginning with the welcome reception and dinner on Sunday and continuing through lunch on Friday.

For international participants, please be sure to secure the appropriate visa (if necessary) prior to committing to attendance. Visa processes can be lengthy.

Lodging is not included as part of the seminar fee. The nightly hotel rate at the Candlewood Suites is approximately $98/night. Hotel reservations will be made by MSU.

Cancellation Policy. Cancellation within 15 days of the seminar start will be limited to emergency situations and may result in a cancellation fee ($500). Participant substitutions are welcome at any time prior to the start of the seminar. If a registered participant does not attend the seminar and does not notify us in advance, they will be charged the full seminar fee.

To register for this seminar or if you have questions, please contact Tricia Walters (or register online):

email: walterst@broad.msu.edu
telephone: (517)353-5665
online: https://edp.broad.msu.edu

The Broad College annually offers more than 50 unique executive education and corporate learning programs on campus, online or at your location. Learn more at http://execed.broad.msu.edu

Supply Strategy: Emerging Challenges & Future Directions

• Dr. Robert Monczka
  Professor Emeritus, Supply Chain Management
  Michigan State University, and
  Former Distinguished Research Professor,
  Supply Chain Management and
  Director, CAPS Research, Arizona State University

Conclusion/Wrap-Up

*Schedule is correct at time of printing but subject to change.
Location

The James B. Henry Center for Executive Development is located at Michigan State University. The overall complex consists of the Henry Center, Candlewood Suites (an extended-stay hotel), the University Club (a private dining and recreational club), a fitness center/spa, and an on-site 18 hole championship golf course. The Henry Center is a world-class executive education and corporate learning facility specifically designed to complement the learning objectives of this seminar.

Participants will have private accommodations complete with full kitchen, executive desk, personalized voice mail and two separate phone lines. Facilities are available for after-class relaxation and informal discussions.

Participants who successfully complete this program may qualify for up to 34 hours of continuing education hours (CEHs) that could be applied toward Certified Professional in Supply Management (CPSM), Certified Purchasing Manager (C.P.M.), or Certified Professional in Supplier Diversity (CPSD) recertification requirements. These certifications are administered by the Institute for Supply Management for the profession and public. ISM’s consent to allow CEHs from this educational event is not an endorsement of the program or its content.

“This program provides strategic procurement perspective and insight to a traditionally transactional/ function, thereby driving true SCA.”

– 2016 participant, Corning

“Overall, very valuable. I will recommend to others in my organization.”

– 2016 participant, Fiat Chrysler Automobiles
Participating companies from recent years*

Akebono Brake
Altria
Alstom Renewable Energy
American Axle & Mfg.
Avon Products
Boeing Company
BP
Caterpillar
Chevron
Cisco Systems
CLAAS KGaA
Colgate-Palmolive
ConAgra
ConocoPhillips
Consumers Energy
Corning
Crown Equipment
Deere & Company
Delphi
Devon Energy
Direct Supply
Dow
DuPont
Eastman Kodak
Eli Lilly & Company
Emerson
Facebook
Fiat Chrysler Automobiles
GE Healthcare
General Motors Corporation
getSayDo
Goodyear Tire & Rubber
Honda of America
Honeywell
Intel Corporation
Intermountain Healthcare
Johnson Controls
Kellogg Company
La-Z-Boy
Lockheed Martin
Marathon Oil Company
Microsoft
NACCO Materials Handling Group
Neogen Corporation
New Era Cap
Northrop Grumman
Owens-Corning
Palliser Furniture
Petróleo Brasileiro
PPG Industries
Procter & Gamble
Raytheon
Rolls-Royce
Sandia National Laboratories
Schlumberger
Shell International
Siemens
Steelcase
Stryker Corporation
Telkom South Africa
Texas Instruments
Toro Company
TRW Automotive
United States Postal Service
Valassis
VF Corporation
Votorantim Cimentos
Walt Disney Company
We Energies
Whirlpool Corporation
WhiteWave

*partial listing