SEMANTIC OVERVIEW:

For 65 years, Michigan State University's Purchasing & Supply Chain Management Executive Seminar has been the world’s premier procurement and supply management executive education experience.

The seminar combines 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 continue to 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.

FIVE KEY THEMES:

The five key themes of this seminar include:

• Procurement Strategy
• Supply Chain Integration/Collaboration
• Transformation & Leading Change
• Business Analytics & Emerging Trends
• 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.

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.
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.

PARTICIPANT WORKSHOPS
This year, the seminar features two related and progressive workshops designed to take critical/emerging issues, identified by participants, and connect them with strategic opportunities that can be deployed at participant organizations. These workshops provide tangible, relevant actions for potential implementation following the seminar.

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.

For more information, go to: execed.broad.msu.edu

SEMINAR PROGRAM:

Sunday, June 2, 2019
Reception and Dinner
Welcome and Orientation

Monday, June 3, 2019
Procurement and Supply Chain Strategy Framework and Trends
• Dr. Carlos Mena
  Nike Professor of SCM, Portland State University
Integrated Supply Chain Strategy
• Dr. David Frayer
  Assistant Dean, Executive Development & Professional Programs, Michigan State University
Sustainability
• Dr. Carlos Mena
Procurement & Supply Strategy at Flex
• Mr. Tom Linton
  Chief Procurement & Supply Chain Officer, Flex
Critical/Emerging Issues Workshop
• Dr. Tobias Schoenherr
  Professor of SCM, Michigan State University
  • Participant Teams

Tuesday, June 4, 2019
Critical/Emerging Issues Report-Out
• Participant Teams
Global Mega Trends & Leading Change
• Mr. Keith Bezant Niblett
  Assistant Director, Executive Development Programs, Michigan State University
Business Analytics & Emerging Technologies
• Dr. Cheri Speier-Pero
  Ernst & Young Professor of Accounting & Information Systems, Interim Chairperson, SCM
  Michigan State University
**Procurement & Supply Management in Healthcare**
- Mr. John Shull
  Vice President, Surgical Services, Spectrum Health

**Strategy Application Workshop**
- Dr. Tobias Schoenherr
- Participant Teams

**Wednesday, June 5, 2019**

**Strategy Application Report-Out**
- Participant Teams

**Innovation Strategies**
- Dr. Ayalla Ruvio
  Assistant Professor of Marketing, Michigan State University

**Deal Value vs. Real Value: Changing the Negotiator Mindset**
- Dr. Jennifer Dunn
  Faculty Member, Management, Michigan State University

**Strategic Supply Management Collaboration**
- Mr. Joseph Sandor
  Professor Emeritus, Michigan State University

**Thursday, June 6, 2019**

**Procurement & Supply Chain Strategy at General Motors**
- Mr. Jeff Morrison
  Executive Director, Strategic Planning, General Motors Corporation

**Interdiction as a Supply Management Strategy**
- Dr. Stanley Griffis
  The John H. McConnell Professor of Business Administration, Michigan State University

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

**Strategic Cost Management**
- Mr. Jimmy Anklesaria
  President & CEO, Anklesaria Group (AGI)

**Reception and Graduation Dinner**

**Friday, June 7, 2019**

**Digital Transformation at IBM Corporation**
- Mr. Louis Ferretti, Project Executive, Product Environmental Compliance and SC Social Responsibility, IBM Corporation

**Supply Strategy: Emerging Challenges & Future Directions**
- Dr. Robert Monczka
  Professor Emeritus, SCM, Michigan State University, and Former Distinguished Research Professor, SCM, and Director, CAPS Research, Arizona State University

**Conclusion/Wrap-Up**

**Additional Industry Speakers**
- Mr. Mark Purtilar, Vice President, Enterprise Sourcing, The Kroger Company
- Mr. Frank Sanders, Vice President, Corporate Strategic Procurement, Intel Corporation

*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.

PRICE & REGISTRATION:
Only advance registrations are accepted for this program. The 2019 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.

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://execed.broad.msu.edu
SELECT LIST OF PAST PARTICIPATING COMPANIES

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Steelcase
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Texas Instruments
Toyota
United States Postal Service
US Army TACOM
VF Corporation
Vitamix Corporation
Votorantim Cimentos
VT Industries
Walt Disney Company
Whirlpool Corporation

COMMENTS FROM 2018 SEMINAR PARTICIPANTS:

“I thoroughly enjoyed the collaborative nature of this seminar and valued industry speakers providing meaningful insight into their companies and practices.” – 2018 participant, Raytheon

“The best agenda and coordinated SCM seminar that I have been to throughout my SCM career.” – 2018 participant, Fiat Chrysler Automobiles

“It should be a pre-requisite for any procurement leader to take the time for your professional development. This seminar fills that need.” – 2018 participant, Kohler

“The classroom is great but the people and relationships make it transformational.” – 2018 participant, Deere & Company