

ASCM - Basics of Supply Chain Management



ASCM - Association
for Supply Chain Management



ASCM - Basics of Supply Chain Management

The **Basics of Supply Chain Management** course provides the fundamental knowledge needed to **manage the entire flow of materials within the supply chain**, from Supplier to Customer, establishing a shared knowledge base aligned with the international APICS Body of Knowledge (BOK).

The course combines the **Supply Chain Planning Certificate and Foundations of Inventory Management programs by ASCM** and represents an excellent opportunity for anyone wishing to gain a solid understanding of supply chain planning concepts and inventory management.

The course offers a blend of theory and practice covering all the main aspects of **supply chain management** and provides a detailed explanation of the professional terminology related to Production & Inventory Management, which is essential for operating in competitive and international environments.

At the end of the course, upon successful completion of the final online exam, participants will receive the prestigious ASCM/APICS **Supply Chain Planning Certificate**.

SUPPLY CHAIN PLANNING CERTIFICATE



Course objectives

- Transfer basic knowledge to **manage the complete flow** of materials in the Supply Chain **from the Supplier to the Customer**;
- Introdurre e spiegare nel dettaglio la **terminologia professionale** dell'Area Planning & Inventory Management.





Detailed program

→ 1. What Is Synchronized Planning?

Planning

- Why Do Companies Plan?
- How Do Companies Plan?

Manufacturing Planning and Control (MPC) System

- MPC Overview
- Strategic Planning
- Operations Management Planning
- Operations Execution
- Distribution Planning
- Technologies within Strategic Planning

What Is Synchronized Planning?

- Synchronized Planning Definition
- Digital Capabilities Model (DCM)
- Why Synchronized Planning?
- Level 1 Capabilities
- Level 2 Capabilities

Additional Digital Information Technology for Supply Chains

- Technologies within the Digital Supply Chain

→ 2. Strategic Planning – Business Planning

Market and Technology Variables in Business Planning

- Current and Evolving Environments
- Industry Advances and Technological Evolution
- Digital Development

Synchronized Business Planning Hierarchy

- Introduction to the Planning Hierarchy
- Synchronizing the Mission – Getting Everyone on the Same Page
- Synchronizing the Vision – Keeping Everyone on the Same Page
- Strategic Plans – Balanced Scorecard
- Strategic Plans – Channel Network and Scenario Planning
- Synchronizing Financial Planning and Growth Strategy
- Financial Planning – Profit and Loss Statements
- Financial Planning – Sales and General Administrative Expenses
- Business Imperatives – Synchronizing Resources with Objectives
- Functional Support – Synchronizing Resources with Objectives
- Synchronizing Core Process with Strategic Planning Objectives

Other Tools and Techniques to Support Synchronized Business Planning

- Hoshin Kanri - Vertical and Cross Functional Alignment of Objectives
- Portfolio Life Cycle Planning–Synchronizing Plans with Product Life Cycles
- The ASCM Sustainability Framework
- Operations Strategy - Manufacturing Environments
- Operations Strategy - Inventory Planning
- Supply Chain Strategies
- Synchronizing Strategy for Multiple Business Units (in Larger Businesses)

→ 3. Strategic Planning - Demand Planning and S&OP

Demand Planning

- Misguided Assumptions
- Synchronizing with Business Planning
- Business Plan Objectives
- Marketing Investments
- Sales Management
- Historical Time - Series Data
- Digital Contract Management

Sales and Operations Planning (S&OP)

- S&OP Overview
- Prerequisite Activities and Data Gathering
- Key Measurements
- Scheduling the Monthly S&OP Cycle and Steps
- Software and Product Line Templates
- S&OP Cycle and Final Meeting Agenda
- Roles and Responsibilities in S&OP
- Tiered S&OP
- S&OP Handoff to the Organization

→ 4. Tactical Planning - Master Scheduling/MRP/Capacity Management

Master Scheduling Overview

- Objectives of Master Scheduling
- Relationship of Master Scheduling to Other Plans
- Differences in Master Scheduling based on Manufacturing Strategy/Business Environments
- Inputs to the MPS

The Master Scheduling Process

- The MPS Grid
- Steps in the Master Scheduling Process
- Managing Change and the MPS

Material Requirements Planning Overview

- Objectives of MRP
- Relationship of MRP to Other Plans
- Inputs to MRP
- Bills of Material
- Types of Bills of Material
- Other Uses for Bills of Material

The MRP Process

- The MPS Grid
- Steps in the Master Scheduling Process
- Managing Change and the MPS

Capacity Management

- Types of Capacity
- Capacity Planning Levels
- Methods of Measuring Capacity
- Capacity Required (Load)
- Scheduling Techniques
- Managing Overloads and Underloads

Closed - Loop Planning

→ *5. Operations Execution - Purchasing and Production Activity Control, APS*

Purchasing

- Purchasing versus Procurement
- Relationship with Synchronized Plans
- Purchasing Cycle
- Current Functions and Trends
- Environmentally Responsible Purchasing
- Ethical Sourcing
- Purchasing and Supply Chain Management
- Purchasing Performance Measurements

Production Activity Control (PAC)

- PAC Objectives and Functions
- Types of Manufacturing
- Data Requirements
- Manufacturing Lead Time
- Scheduling Techniques
- Sequencing and Dispatching Orders
- Bottleneck Management
- Reporting and Performance Measurement

Advanced Planning and Scheduling (APS)

- What Is APS?

→ 6. Distribution and Logistics Planning

The Role of Distribution in Supply Chain Management

- Distribution Management in the Supply Chain
- Distribution Planning and the Business Plan

Channel Network Design

- Importance of Good Channel Network Design
- Channel Design Tree Structures
- Insourcing or Outsourcing within the Channel Network
- Labor and Equipment

Inventory Planning

- Balancing Supply and Demand
- Distribution Channel Dependencies
- Push or Pull?
- Order (Reorder) Point
- Basic Order-Point Model and Order-Point Trigger
- Distribution Requirements Planning
- Which to Use-Order Point or DRP?

Warehousing

- Function and Objectives of Warehousing
- Strategic Decision Components
- Warehouse Space and Capacity Planning
- Types of Warehousing
- Warehouse Automation and Systems

Transportation

- The Transportation Function
- Transportation Strategic Planning
- Shipping Requirements
- Track and Trace

Information Systems

- Enterprise Resources Planning
- Trace-and-Track Technology

Inventory Management

- Inventory Investment and Days of Supply
- Safety Stock
- Item Segmentation
- Order Quantity and Item Replenishment
- Tracking Inventory through Supply Chain
- Basic of Reverse Logistics
- Inventory Accuracy Audits
- Addressing Inventory Loss
- Planning and Managing Distribution Inventory



Who the course is for

The course is aimed at the following **professional profiles**:

- Professionals working in Planning and Demand Management
- Master Planners and Master Production Schedulers
- Production Schedulers
- Newly appointed Planning, Production, and Logistics Managers, as well as staff roles
- Managers from other plant functions who wish to learn or consolidate skills in Supply Chain Management and Manufacturing Planning & Control processes (S&OP, MPS, MRP, and PAC)
- ERP Consultants
- Operations and Supply Chain Consultants
- Newly hired staff who need to be rapidly integrated into the company within Planning, Logistics, and Production functions
- Personnel who need a solid command of basic concepts and professional terminology in the field of Operations Management



Requirements

A good knowledge of the English language is required to attend the course, as the training materials and the final exam are in English.

The course requires a **minimum number of 6 participants**.



Training path

We designed 2 BSCM training paths, delivered over 3 months by certified instructors:

- Classroom path: 3 training days (2 classroom days + 3 Live Webinar sessions of 2,5 hours each)
- Live Webinar path: 9 sessions of 2,5 hours each

The course includes:

- A training phase delivered by certified instructors
- A self-study phase with remote support from the instructor
- Strong interaction and experience sharing, enabling participants to enhance their personal knowledge and address issues that may arise within their organizations



Instructors

Advance School instructors, **certified ASCM/APICS instructors**, are Senior Managers with **over 20 years** of experience in End-to-End Supply Chain and Operations Management within multinational and well-structured corporate environments. Their extensive industry experience enables them to share **real-world experiences** and **successful case studies** with participants in the classroom, enriching the learning experience, stimulating discussion, and accelerating professional growth.



Training locations

Switzerland: Basel, Lausanne.
Italy: Milano, Bologna, Latina.



Exam and Certificate

At the end of the course, upon successful completion of the **final online exam**, participants will receive the prestigious **ASCM/APICS Supply Chain Planning Certificate**.



Registration Fees

Fees are listed on the following websites:
Trainings in SWITZERLAND: www.advanceschool.ch
Trainings in ITALY: www.advanceschool.org



In-house trainings

In-House delivery mode is typically used when a client requests a **training course for a specific group of employees**. Advance delivers In-House courses either on-site or via Live Webinar throughout Switzerland and internationally through its team of instructors.

The In-House courses offered by the school can be either from the standard catalog or **customized according to the client's specific needs and objectives**. An experienced consultant from our team will conduct a detailed needs analysis and then develop a tailored training program.



How to register

To register please fill the **Enrolment Form**



COMPANY

ADVANCE is a leading training and consulting company with offices in Switzerland and Italy, collaborating with top Managers, Directors, and Management Consultants operating worldwide.

Advance is ASCM Premier ELITE Partner, delivering APICS-certified courses that set the global standard for supply chain excellence.

MISSION

To develop excellent skills in Operations Management and contribute to the success of its partners, both companies and professionals. To achieve this, ADVANCE relies exclusively on accredited training programs and instructors with proven teaching and professional experience.

ABOUT ASCM

The Association for Supply Chain Management (ASCM) is the world's leading provider of research, training, and certification for supply chain excellence and innovation. APICS certifications - CPIM, CSCP, CTSC, and CLTD - are recognized worldwide as the benchmark for industry best practices. With over 43,000 members and more than 300 international partners, ASCM is transforming how businesses operate, drive growth, and serve clients globally.



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