



## **INTERNATIONAL CERTIFICATION IN SUPPLY CHAIN PROFESSIONAL**

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## **INTERNATIONAL CERTIFICATION IN SUPPLY CHAIN MANAGEMENT**

# INTERNATIONAL CERTIFICATION IN SUPPLY CHAIN MANAGEMENT – CISC

## INTERNATIONAL CERTIFICATION IN SUPPLY CHAIN PROFESSIONAL- CISC

Planning is the most important aspect in the oil and gas industry, as all the vital operations ought to be planned diligently in advance. Thus, an oil and gas company can increase its profitability by fine tuning its planning and decision making within the chains of customers and suppliers.

With the development of unconventional energy sources like Shale gas, coal seam gas, logistics executives are required to adopt a more integrated approach in the oil and gas supply chain – right from Exploration, Production, Refining, Marketing, till Consumers. A few of the challenges that an oil and gas company might have to face could range from: Domestic and international transportation

- Inventory ordering
- Inventory control
- Material handling
- integration with developing information technology.



# OUR PRESTIGIOUS CLIENTS



*Coca-Cola*

COCO-COLA - INDIA



**PEPSICO**

MENA

**WNS**

BRITISH AIRWAYS



**CSS  
CORP**

GLOBAL LOGISTICS

**ExxonMobil**

NORTH AMERICA [ SHALE GAS ]

**BUNGE**

SHARED SERVICE

SUPPLY CHAIN EXCELLENCE - INDIA

**PERFETTI**



NORTH AMERICA  
LEAN TRANSFORMATION



**R.S.LOGISTICS**

PAN INDIA



**pwc**

CONSULTING



## QUALIFICATION TO REACH THE TOP

For all aspiring logistics professionals, the IPSCMI "Certified International Supply Chain Professional" followed by the "Certified International Supply Chain Manager" is a two step qualification specially designed to carve out top-notch careers. A prestigious qualification recognized all over the world, logistics professionals learn new skills and innovations necessary to deal with modern shipping, production and distribution methods.

In the current global market the demand is shifting from the mere presence of logistics professionals to heads of enterprises who can define and create new processes and ensure that they are consistent with new world procedures.

Certified professionals are paid higher salaries than non-certified professionals. Herein lies the importance of such international certifications: you learn to carve a niche for yourself in the professional world with the aid of the new knowledge you acquire, get paid far more and reach the peak of your career with perfect ease.

The CISCSP or Certified International Supply Chain Professional and the CISCMM or the Certified International Supply Chain Manager are complementary to each other.

Every logistics professional needs to undertake the CISCSP course first before moving onto CISCMM. The CISCSP is a compulsory foundation course paving the way for the senior and advanced level. Logistics and supply chain is all about strategy, planning and operations. Initially the focus is on operations and planning with the thrust being on planning and strategy at the advanced level.

With such a unique opportunity knocking at your doorstep, this is just the right time to earn an US certification in Supply Chain management. When you enroll for this program, you will join an elite brand of "Certified International Supply Chain Professionals" worldwide who have not only benefited from this program but also moved rapidly up the corporate ladder after gaining the certification.

# INTERNATIONAL CERTIFICATIONS KNOCKING AT YOUR DOOR

The US-based International Purchasing and Supply Chain Management institute (IPSCMI) is an elite training institution, offering a complete "portfolio" of training, education, and professional certification programs. The IPSCMI has entered into an exclusive tie up with the Chools Consulting to offer logistics professionals a unique opportunity to upgrade their skills.

There are two premium certifications that they can avail of from IPSCMI—the CISC or Certified international Supply Chain Professional (foundation course) and the CISC or the Certified International Supply Chain Manager (Advanced certification for Supply Chain Managers)

## DESIGNED FOR INCREDIBLE OPPORTUNITY FOR ALL LOGISTICIANS

## INTERNATIONAL CERTIFICATION IN SUPPLY CHAIN MANAGEMENT

### CISC

CISC is an advanced level certification program in Supply Chain Management. The pre-requisite for joining CISC is getting certified as a CISC first. The CISC Course is designed for logistics professionals who want to grow into a senior management level. The course will mostly focus on the strategic aspects of Logistics and Supply Chain Management. By enrolling into the CISC program, students are able to improve themselves and contribute successfully to the organization that they are working in. Having the IPSCMI CISC tag will help students showcase the training, skills and qualification they have acquired to present and future employers.



## PROGRAM BENEFITS

- Course cover fundamental aspects of upstream Oil & Gas sector supply chain
- Opportunity to get certified by the IPSCMI, the leading certification body from USA.
- International certifications that are recognized all over the world.
- New skills and knowledge to deal with complex supply chain scenarios. in oil & gas sector
- Sharpen strategy, planning skills.
- Increased pay packet, improved career prospects.

## WHY GET CERTIFIED?

- Research has shown that qualified Logistics and Supply Chain professionals are rare.
- A survey by Purchasing Magazine revealed that those certified get 48% more salary than non-certified professionals.

## SUCCESS

HEADS OF ENTERPRISES



GENERAL MANAGERS



MANAGERS



SUPPLY CHAIN PROFESSIONALS

EASY TRANSITION FROM

**CHOOLS CONSULTING SERVICES PVT LTD**



# CISCM - MODULES

All the modules taught in CISCM are of strategic nature. These modules will teach you to conceptualize the strategy and help planning. The knowledge of planning and operation learned in the CISCP will help a lot in understanding the concepts which are strategic

## SUPPLY CHAIN RISK MANAGEMENT

- Introduction to Risk Management
- Risk Analysis and Evaluation
- Risk Management Policy
- Risks in Global SCM
- Distribution Risk Factors
- Financial Risk Factors
- SCM Risk and Complexity

## PROCUREMENT & SUPPLY CHAIN MANAGEMENT

- Traditional View of Procurement
- Evolving SCM
- Strategic Procurement
- Procurement Process
- Vendor Evaluation
- Logistics Protocols in Contracts
- The Firm and the Boundaries
- Global Sourcing. Toyota Supplier Philosophy
- TCO and Strategic Issues
- Global SRM
- Managing Disputes - Negotiation, Arbitration,
- Adjudication

## PROCUREMENT & SUPPLY CHAIN MANAGEMENT

- Basics of Contracts
- Contracts Types
- Contracts Administration
- Managing Disputes
- Contracts Closeout



# CISCM - MODULES

## SUPPLY CHAIN STRATEGY

- Supply Chain Finance
- Sales & Cost Savings Supply Chain Costing
- Financial impact of SCM
- Financial implications of SCM on ROA
- Strategic Planning for Logistics & SCM
- Strategy Classification + Porters Model
- Time based Strategy
- Asset productivity Strategies
- Shifts in Technology
- Relationship Based Strategies

## OPERATIONAL EXCELLENCE IN SCM

- Cross Functional Value Stream Mapping
- Centralization vs. De Centralization
- OPEX Model
- OPEX Tools-5S, Kaizen, SMED, CFPM
- Value adding and Non Value Adding activities
- Line Balancing. Process Cell Design

## TRANSPORTATION WAREHOUSING & DISTRIBUTION

## PROCESS ANALYSIS, PRODUCTION

## STRATEGIC GLOBAL AND ORGANIZATIONAL ISSUES

## GROUP DISCUSSION AND CASE STUDIES







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**CISCP**



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The CISCIP or Certified International Supply Chain Professional and the CISCIM or the Certified International Supply Chain Manager are complementary to each other.

Every logistics professional needs to undertake the CISCIP course first before moving onto CISCIM. The CISCIP is a compulsory foundation course paving the way for the senior and advanced level. Logistics and supply chain is all about strategy, planning and operations. Initially the focus is on operations and planning with the thrust being on planning and strategy at the advanced level.

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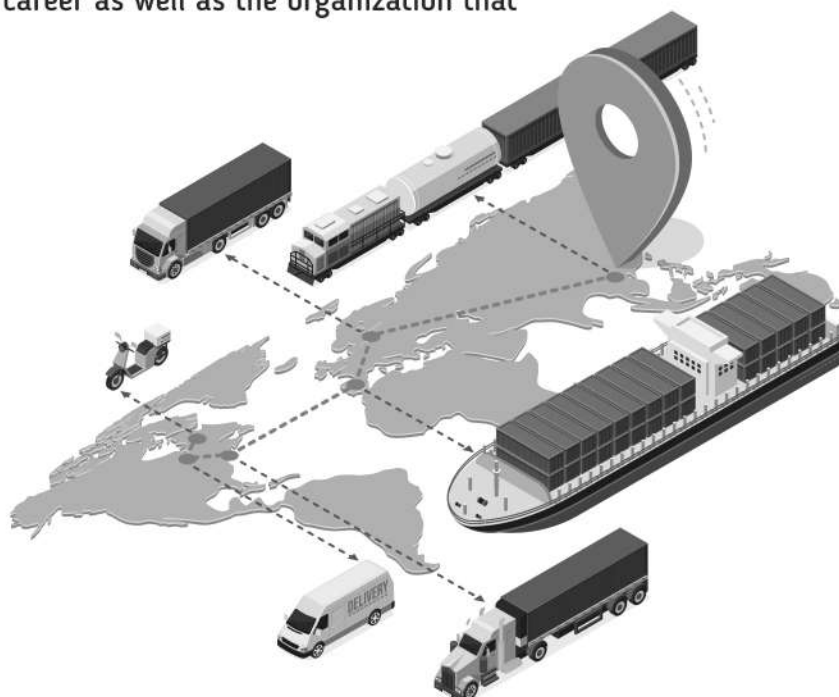
## DESIGNED FOR INCREDIBLE OPPORTUNITY FOR ALL LOGISTICIANS

## INTERNATIONAL CERTIFICATION IN SUPPLY CHAIN PROFESSIONAL

### CISCSP

The CISCSP is designed for all aspiring logistics professionals. More importantly, it is a key qualification for people who are employed in different sectors from construction, automobile to retail and are engaged in different logistics functions.

The IPSCMI CISCSP is a crucial certification legitimizing a professional's standing in the world of logistics. A CISCSP is held in high esteem by employers, colleagues and peers. When you are certified by IPSCMI, you are well-poised to make a difference to your career as well as the organization that you are working for.



## PROGRAM BENEFITS

- Opportunity to get certified by the IPSCMI, the leading certification body from USA.
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MANAGERS

SUPPLY CHAIN PROFESSIONALS



**EASY TRANSITION FROM**

**CHOOOLS CONSULTING SERVICES PVT LTD**



# CISCP - MODULES

## LOGISTICS AND SUPPLY CHAIN HISTORY AND CONCEPTS

- History
- World Shipping
- Flows in the Supply Chain Physical & Information
- Past, Present and Future of Supply Chains
- Importance of SCM
- SCM Metrics
- Logistics Value Engineering

## MATERIALS MANAGEMENT

- Service Levels / Fill Rates / KPIs
- Demand Based Forecasting Techniques
- Analyzing the demand patterns
- Forecast errors
- Time Series Analysis & Exponential Smoothing in Forecasting
- Seasonality
- Order Quantity Matrix and Logics

## INVENTORY MANAGEMENT

- Pareto Analysis
- Inventory Provisioning
- EOQ Coverage Analysis
- Understanding the role of Stocks in Supply Chain
- Buffer Stock
- ABC, VED, XYZ Analysis
- Role of Normal Distribution and Standard Deviation



# CISCP – MODULES

## PURCHASING, NEGOTIATING SKILLS

- Defining Negotiation
- Approaches to Negotiation
- The Limits of Negotiation
- Maslows feed Hierarchy / Motivation Theory
- Principled Negotiation
- Planning & Preparing for Negotiation
- Communication in Negotiation
- Negotiation Strategies
- Negotiation Across Cultures
- Stages Negotiation

## PRODUCTION AND DISTRIBUTION GAME BEER GAME

- Concept from MIT, USA
- Real life simulation
- Understanding the Bull Whip effect
- Importance of Information flow in Supply Chain

## INTERNATIONAL TRADING

- History and concepts of International Trading
- INCO terms
- Letters of credit
- UCP 600
- International Chamber of Commerce (ICC)

## ERP, MRP, PROJECT MANAGEMENT

- Understanding ERP
- Drivers of ERP
- Evolution of MRP, MRP II and ERP
- Components of ERP
- Extended ERP
- Basics of SAP



# CISCP - MODULES

## SUPPLY CHAIN MANAGEMENT DRIVERS

- Key Concepts
- Supply Chain evolution
- Logistics concepts, drivers, issues
- Purchasing and Procurement
- Material Handling
- Inventory Accuracy

## QUALITY AND SUPPLY CHAIN MANAGEMENT

- Data Driven Approach to SCM
- Quality and Metrics
- Six Sigma in SCM
- Critical to Quality (CTQ)
- Learning Charts: Run Charts,
- Process Mapping

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