

Market leading logistics education

## Fundamentals of logistics takes you further in your career

Can you imagine a logistics education that gives you an injection in your professional development and also includes eight days of inspiration and diversity?

Those are the answers we actually get when we ask participants to describe the course, Fundamentals in logistics.

The course alternates theoretical sections with practical examples, reality-based games and simulations. That is probably why Fundamentals in logistics is such an inspiring course.

### Fundamentals of logistics

- Fundamentals in logistics
- Fundamentals in logistics is a broad logistics course that is aimed at everyone who works with, or is affected by business logistics!
- The course includes theory, practical exercises and games!
- After completing the course and passing an approved knowledge test you will receive the educational certificate, the Logistics License!



## From truck driver to logistics manager through the Fundamentals of logistics

He started as a truck driver, continued his career as a salesperson at a third-party logistics company and today is a logistics manager and member of the management group at Aavid Nordquist's business area, Vin & Sprit. He started by taking Silf's Fundamentals in logistics course. Several years later, when he took on more responsibility he felt that he needed to attend the entire CLSilf®-program.

"I've taken the 'long way' around. I am actually a medical technician from the beginning, but I lacked advanced education in logistics and business," explains Jonas Öhman.

"I have learned so much through Silf's courses, especially about seeing behind the clichés and understanding the real content of theories, methods and models. Above all, I have learned to think logistically and to understand the connection between logistics and finance. ■

### Jonas Öhman

Logistics Manager at Aavid Nordquist, business area Vin & Sprit.



## Fundamentals of logistics

This fundamental education is a broad education that is aimed at everyone who works with, or is affected by business logistics in their daily work. During the course, the entire Supply Chain and its sub-areas are studied. The course includes theory, practical exercises and games. The introductory days serve as an overview of logistical theories, methods and concepts. For example, concepts such as VMI, ECR, BPR and bottleneck theory are explained and illustrated. During block 2, two days are allocated for an exciting logistics simulation where the theories are put into practice. The course concludes with two days where you learn to "sell" your ideas, convince and get employees, suppliers and customers to participate in the development and change work. After completing the course and passing an approved knowledge test you will receive the educational certificate, the Logistics License!

(Fundamentals in logistics makes up 1 tem of the certification program in logistics, CLSilf®, but is also given as an independent course. After the completion of the fundamental courser you will decide when you wish to go further with your studies.)

### Contents

#### *Logistics in your context*

- What is modern logistics?
- Logistics' role in a company

#### *Marketing models*

- Different marketing forms
- Market analysis processes and supplier assessment

#### *Purchasing*

- The purchasing process – from need to delivery and follow-up
- Quality and lack of quality costs

#### *Flow identification*

- Identification and analysis of flows
- Identification tools

#### *Key figure analysis*

- Logistics costs
- "Du Pont-model"

#### *Logistics tool box*

- Total cost analysis
- Lead-time analysis
- Classification/ABC-analysis

#### *Inventory and production management*

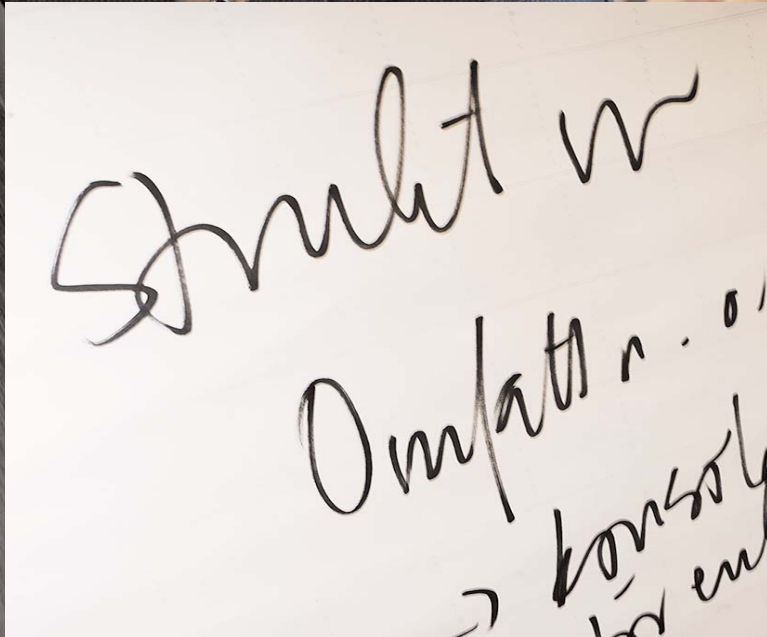
- Forecasts
  - Different types of inventory
- #### *Different management principles*
- Push and pull systems
  - JIT and KanBan

#### *Logistics and purchasing law*

- General regulations
- Contract processes

#### *Negotiation and communication*

- What is negotiation and effective communication?
- The negotiation and communication process – values/ethics, preparation, information, openings, concessions and closings.



### Purpose and educational objectives

The purpose is to give you fundamental knowledge within logistics as well as an understanding for the effect of logistics on finance and competitiveness, as well as logistics' role in a company and between companies. Once you have completed the Fundamentals in logistics course you will be able to carry out process identifications and make logistics analyses as well as communicate these to the affected employees, which is a prerequisite for making logistics at your company more efficient.

### Who should attend?

The course is aimed at people who work with- or will be working with - logistics. The course is designed for people working within trade, production or at a service producing company with jobs in distribution, inventory, purchasing, manufacturing/production, transport and/or finance, marketing and sales.

The course is carried out as a residential course, which is divided into two blocks of four days each.

