



Market leading purchasing education
Global Sourcing

Is your company active globally? Do you have suppliers and partners in low-cost countries? Do you negotiate with different cultures and in different languages?

With this course you will gain strategic and operative knowledge in order to work successfully with international business and supplier development. Special focus will be placed on logistics, purchasing and comprehensive business law as well as cultural issues to aid you in achieving success in international negotiations.

Global Sourcing

- How to succeed with Global Sourcing!
- Negotiating in an international environment, in different cultures
- Global logistics and transport
- Finding the right supplier
- International business law and country-specific regulations.



An increasingly strategic role

"As a purchaser, I have an increasingly strategic and global role that has a vital impact on the final result," says Stefan Jönsson, purchaser for the company, Ostnar Production AB.

Behind this anonymous name are the well-known brands, FM Mattsson and Mora Armatur.

In recent years, Ostnor has been subjected to extremely tough international competition that has resulted in an increased focus on efficiency, global purchasing and production.

Stefan Jönsson and his colleagues, therefore, work more and more with negotiations, selecting suppliers and entering into international agreements; work that places increased demands for constant competence development. ■



Global Sourcing

One of the largest stumbling blocks for carrying out a successful business operation in a global market is the lack of knowledge about local regulations and which business laws are applicable. During the course you will gain knowledge about the most important legal aspects and problems that often arise in connection with global business. Many companies have moved their production or suppliers to Asia and other parts of the world only to discover that the logistics chain has broken down somewhere. We will also look at the most critical logistics questions that apply to global sourcing.

Contents

- Purchasing of effective logistics
- International business law and country-specific regulations
- How is an optimal negotiating team composed?
- Can you trust your partners?
- Forms of cooperation: contract or Joint Venture?
- Import and export customs
- How can an effective total cost be ensured?
- Transport capacity and logistics competence

Purpose and educational objectives

To convey strategic and practical knowledge and knowledge about those tools that are required to succeed in global markets.

Who should attend?

The course was developed for all managers, specialists and other employees that are involved in a company's selection of suppliers, purchasing strategies, or who make operative purchases or work with logistics structures in global networks.

The course is carried out as a residential course over three days.



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