



PennState
Smeal College of Business

Penn State
Executive Programs

Contact Us for Dates and Group Pricing!

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NEW - The Penn State Virtual 'Supply Chain Accelerator' Series!

Online Courses that accelerate YOUR ability to lead the supply chain - at YOUR convenience

We've heard you - the need for your supply chain to add even more value to your organization is more critical than ever. And while travel restrictions and social distancing protocols remain in place, the world of work doesn't stop turning. The Accelerator Series has been designed to support all leaders in your organization - wherever they are located - as they endeavor to lead and improve the end-to-end supply chain and the critical interactions throughout the journey from your supplier's supplier to your customer's customer.



Why Penn State?

When you partner with Penn State, you are connecting with a community of passionate faculty, researchers, and practitioners who are focused on your learning and success.

Our unique ability to bridge theory with real-world practice is what makes Penn State Executive Programs exceptionally different.

Your success is our priority....

Real Programs with Benefits

- **Accelerator courses** - leverage the same expert instructors that you expect from the #1 ranked supply chain department in the country
- **Participate from any location** - all you need is access to the internet and a web browser
- **Focus on learning tracks** - select what aligns with your organizational responsibilities
- **Complete as an individual or as a team** - if your organization has 15 or more learners who need the program we can tailor the experience to your unique goals
- **Develop a new network** - connect LIVE with supply chain experts and other participants from across the country - learn how others are addressing similar issues
- **Develop a new level of understanding** - we help you make the connection between concept and application to deliver immediate impact in your workplace

The Experience: Meeting You Where YOU Are

- **Complete three week-long modules to finish a Learning Path** - This accelerated design allows you to complete the program while managing your workload and personal responsibilities - and to quickly impact your organization
- **BLENDED Online and Live** - Weekly modules are completed at your convenience - and the final event of each module is offered LIVE (and recorded) to invite your interaction
- **LIVE CAPSTONE** sessions allow you to connect with faculty and other participants in REAL TIME allowing you to immediately ask questions, learn from other participants, and request clarity

Earn Professional Certificates and Badges

The Accelerator Series allows you to demonstrate your commitment to professional development while benefiting your organization. You succeed by completing 80% or more of all activities in a module.

Professional Certificates and Badges:

- Badges from the Penn State Center for Supply Chain Research® are earned for successfully completing each Learning Track
- Professional Certificates are earned by successfully completing any combination of three (3) Learning Tracks that align with your goals



Programs and Pricing - Call Us for YOUR Pricing and Scheduling (800.311.6364)

- **Discounted rates are available for:** Government and Department of Defense
- **Have 15 or more participants?** Schedule a PRIVATE class – focused on your issues, delivered on your timeframe
- **Earn a Badge or Professional Certificate:** Complete a combination of three (3) tracks for a professional certificate

Supply Chain Accelerator: Learning Tracks

Logistics: \$957/person ***Decisions, Opportunities, and Optimization***

Sharpen your perspective on your transportation and facilities network, taking a critical look at existing strategies to uncover opportunities for your organization. A review of models and processes will enhance your situational awareness of internal and partner processes, and simulation exercises will help you understand the implications of potential changes.

Modules (1-week each):

- Critical Decisions in Logistics Management
- Evaluating Opportunities with Third-Party Logistics Providers
- Optimizing Distribution Strategy

Supply Chain: Leadership for \$957/person ***Competitive Advantage***

Our signature track combines Supply Chain and Leadership to help develop your confidence to make supply chain management a competitive advantage for your organization. This track will offer you the tools to recognize and prioritize opportunities, analyze their potential for competitive advantage, understand competitive threats, and execute strategies to achieve organizational excellence.

Modules (1-week each):

- Strategic Leadership Within Your Supply Chain Organization
- Defining Ways to Improve Your Supply Chain
- Supply Chain as a Competitive Advantage

Procurement: \$957/person ***Improvement, Strategy, and Managing Risk***

More than just a source of competitive advantage, research shows the critical role a firm's procurement practices can play in its very survival. This track is designed to help supply chain professionals eliminate blind spots among suppliers, identify exposure to risk, and craft strategies and practices to both reduce risk and leverage opportunities to a firm's advantage.

Modules (1-week each):

- Improving Procurement Practices
- Strategic Sourcing for Improved Performance
- Managing Supply Chain Risk

Supply Chain Reinvention: \$957/person ***Finding More Value in Your Organization***

The Supply Chain Reinvention track is built to provide learners the tools to assess their supply chains, to identify opportunities for improvement, and to lead their teams with operational strategies to address supply chain challenges. Participants will come away with a supply chain framework and tactical tools that they may immediately apply to their everyday work.

Modules (1-week each):

- Leading the Modern Supply Chain
- Assessing Your Supply Chain Alignment and Collaboration
- Finding Opportunities in Your End-to-End Supply Chain

Project Management: Leading \$957/person ***Successful Projects***

Today's projects require you to coordinate a multitude of disciplines and must be completed with few resources and little time. Planning, scheduling and controlling projects is an essential skill for ALL leaders, not just PMs. This track is designed to provide both PM professionals and key stakeholders a thorough understanding of PM principles with a practical focus, allowing you to quickly put concepts to work.

Modules (1-week each):

- The Case for Project Management
- Project Initiation and Planning
- Project Execution

Advanced Procurement: Analyzing \$957/person ***Costs Using Total Cost of Ownership (TCO)***

As Peter Drucker famously shared, "If you can't measure it, you can't improve it." Total Cost of Ownership provides a bottom-line focus for procurement practices and analysis tools to track outcomes of decisions like supplier selection and supply chain design over time. This series will help participants understand TCO best practices and develop their own framework within their organizations.

Modules (1-week each):

- Selecting and Managing Total Cost of Ownership Projects
- Preparing for TCO Analysis
- "Should Cost" Modeling and Success Factors

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