



INTERNATIONAL SUMMER SCHOOL

SUPPLY CHAIN AND LOGISTICS MANAGEMENT
HAMBURG, GERMANY, 2018-07-16 TO 2018-07-27

BOOST YOUR CAREER - GET UNIQUE INSIGHTS FIRST HAND



“THE RAPID CHANGES THAT ARE AFFECTING LOGISTICS OPERATIONS REQUIRE SUPPLY CHAIN PROFESSIONALS TO CONTINUOUSLY UPDATE THEIR SKILLS. OUR INTERNATIONAL SUMMER SCHOOL IN SUPPLY CHAIN MANAGEMENT PROVIDES THESE PROFESSIONALS WITH THE LATEST THINKING IN THE MANAGEMENT OF COMPLEX, INTERNATIONAL LOGISTICS OPERATIONS. THE SUMMER SCHOOL, TAUGHT IN THE VIBRANT HARBOR CITY OF HAMBURG, GERMANY, ALSO PRESENTS A UNIQUE OPPORTUNITY FOR PROGRAM ATTENDEES TO NETWORK WITH OTHER LOGISTICS PROFESSIONALS IN A SETTING RICH IN LOGISTICS HISTORY.”

Prof. Rod Franklin, PhD
Adjunct Professor of Logistics and Academic Director of Executive Education



INTERNATIONAL SUMMER SCHOOL “SUPPLY CHAIN AND LOGISTICS MANAGEMENT” AROUND THE WORLD IN 12 DAYS

KLU is a private state-accredited university, dedicated to providing quality degree programs for students and executive education programs for logistics professionals. It consists of two departments, Logistics and Management & Economics, designed to provide the whole spectrum of university and executive education, from a Bachelor’s degree and Master’s programs to the structured PhD program. In collaboration with Fisher College of Business, The Ohio State University, who have delivered custom corporate education programs since 1955, we offer the International Summer School “Supply Chain and Logistics Management”.

Twelve professionally organized days of executive learning experience with outstanding international lecturers. A balanced mix of theory and practice. Exciting excursions in the logistics metropolis Hamburg. Highly motivated participants from all corporate sectors. An attractive supporting program. This is the International Summer School “Supply Chain and Logistics Management” at KLU. In compact form, held within twelve days, it introduces participants to the most important subject areas in the fields of logistics and management.

The International Summer School consists of nine modules. The length of each modules varies

according to the relevance and complexity of the topic. Their sequence is based on an effective correlation of contents to deliver a highly interdisciplinary program. Participants are first introduced to important general management topics. Problem-solving methods are subsequently applied to concrete business issues and carefully selected case studies.

MODULE: SUPPLY CHAIN MANAGEMENT: KEY BUSINESS PROCESSES

Successful supply chain management requires cross-functional integration of key business processes within the firm and across the network of firms that comprise the supply chain. The challenge is to determine how to successfully accomplish this integration. The distinction between logistics and supply chain management is made and you will learn about the eight supply chain management processes and how they can be implemented.

MODULE: LOGISTICS MANAGEMENT IN PRACTICE

A best practice example in aircraft logistics will be introduced: Participants will visit logistics and production sites from Airbus Industries and Kühne + Nagel, and will be able to follow the materials and information flow in a highly integrated production process. The integration of a third-party logistics

“THE SUMMER SCHOOL AT KLU WAS A GREAT CHANCE TO EXPERIENCE WHAT’S ACTUALLY BEHIND SUPPLY CHAIN PROCESSES. IT PROVIDED ME WITH THE OPPORTUNITY TO DO AN IN-DEPTH ANALYSIS OF THE IMPORTANCE OF LOGISTICS IN VARIOUS FIELDS – FROM BOTH THE THEORETICAL AND THE PRACTICAL POINTS OF VIEW. NOW I UNDERSTAND THE BIG PICTURE. THANKS TO THE MULTI-CULTURAL PARTICIPANTS, THERE WAS A FEELING THAT WE HAD COMMON GROUND AND LOTS OF NETWORKING, ALL OF WHICH TOOK PLACE ON THE KLU CAMPUS ON A BEAUTIFUL, MULTI-OPERATIONAL HARBOR.”

Milly Novakovic, Sea Operations Manager, Samer Shipping SPA, Trieste, Italy
(Participant in the 2015 International Summer School)

“I CAN RECOMMEND THE INTERNATIONAL SUMMER SCHOOL TO EVERYONE IN THE SUPPLY CHAIN AND LOGISTICS INDUSTRY WHO WANTS TO GAIN A BROADER UNDERSTANDING OF THE SUPPLY CHAIN MANAGEMENT CONCEPT OR REFRESH AND UPDATE THEIR KNOWLEDGE. THE GENERAL MANAGERIAL SKILLS THE PROGRAM COVERS AND THE PRACTICAL EXERCISES ADD A LOT OF VALUE TO THE TWO WEEKS. THE GROUP OF PARTICIPANTS HAS A WIDE RANGE OF KNOW-HOW AND VARIED INDUSTRY BACKGROUNDS, AND THE FREQUENT OPPORTUNITIES TO EXCHANGE EXPERIENCES WERE A SOURCE OF INSPIRATION AND INTERESTING NEW INFORMATION.”

Felix Boos, Lufthansa Cargo AG, Director Benelux, France, Switzerland
(Participant in the 2015 International Summer School)

provider into industrial production processes in the Airbus aircraft logistics within the “Supply the Sky” plan has been awarded with the German Logistics Association (BVL) award.

MODULE: SUPPLY CHAIN MANAGEMENT: TOOLS AND TECHNIQUES FOR IMPLEMENTATION I

This module will focus on tools and techniques for implementing the key business processes. Participants will learn how to apply lean concepts to supply chain management. In addition, they will be provided assessment tools and be shown how they can be used to evaluate the performance of the key business processes. Participants will complete an exercise that highlights implications of failing to properly align one’s supply chain.

MODULE: PROJECT MANAGEMENT

As a managerial tool project management plays an important role in logistics. The most important objective of project management is to successfully handle projects in a time and cost efficient manner. Within this module specific logistics projects issues will be addressed based on the introduction of generic project management concepts. Participants will be enabled to assess their own project management demands, and to identify and put in effect a context specific project management.

MODULE: MANAGERIAL SKILLS

Within this interactive workshop participants will develop their managerial skills in the context of leading successful negotiations. The objective of the workshop in negotiation skills is to enable participants to achieve win-win outcomes in negotiations. By means of role play exercises, advanced concepts of successful negotiations will be trained.

MODULE: SUPPLY CHAIN MANAGEMENT: TOOLS AND TECHNIQUES FOR IMPLEMENTATION II

Participants will learn how to implement and sustain the processes, map key relationships in their supply chain and develop metrics to measure performance.

MODULE: SERVICE INNOVATION

Supply chain managers need to innovate to keep their organizations ahead of the competition and to create value for their customers. In this module participants will learn how service innovation differs from product innovation and how to take advantage of service innovation approaches to improve supply chain operations. The participants will be introduced to the ideas behind service innovation through a case analysis and through class discussion of current theories and practices.

MODULE: BUILDING HIGH PERFORMANCE: BUSINESS RELATIONSHIPS

In an environment characterized by scarce resources, increased competition, higher customer expectations, and faster rates of change, executives are turning to partnerships to provide sustainable competitive advantage. In this module, participants will learn how to use structured and repeatable processes to build and maintain tailored business relationships that provide competitive advantage.

DIGITALIZATION AND BIG DATA

The digital revolution is rapidly changing supply chain operations. New technologies offer numerous innovative opportunities for optimizing supply chains, production and logistics, but also require significantly different skills and approaches to supply chain management in order for organizations to take advantage of new digital capabilities. This module provides participants with an introduction to the tools and frameworks necessary for managing supply chain operations in these times of digital transformation.

INTERNATIONAL SUMMER SCHOOL “SUPPLY CHAIN AND LOGISTICS MANAGEMENT” HAMBURG, 2018-07-16 TO 2018-07-27

DATE	2018-07-16	2018-07-17	2018-07-18	2018-07-19	2018-07-20	2018-07-21	2018-07-22
TIME	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	SUNDAY
	MODULE: SUPPLY CHAIN MANAGEMENT: KEY BUSINESS PROCESSES	MODULE: SUPPLY CHAIN MANAGEMENT: KEY BUSINESS PROCESSES	MODULE: PROJECT MANAGEMENT	MODULE: LOGISTICS MANAGEMENT IN PRACTICE	MODULE: SUPPLY CHAIN MANAGEMENT TOOLS AND TECHNIQUES I	MODULE: SERVICE INNOVATION	
08:30	Check-in						
09:00	Welcome and Introduction	Order Fulfillment <i>Prof. Joern Meissner Kühne Logistics University</i>	Workshop Project Management <i>Prof. Tobias Held Hamburg University of Applied Sciences, Lars Engelmann Norwegian Energy Partners</i>	Practice Lecture <i>Bernd Niewels Director Sales KLX Aerospace Solutions GmbH</i>	Supply Chain Management Exercise <i>Prof. Wolfgang Kersten Hamburg University of Technology</i>	Service Innovation <i>Prof. Rod Franklin Kühne Logistics University</i>	
10:00	Supply Chain Management <i>Prof. Michael Knemeyer Ohio State University</i>	Coffee break	Coffee break	Transfer	Coffee break	Coffee break	
11:00	Coffee break	Demand Management <i>Prof. Joern Meissner Kühne Logistics University</i>	Workshop Project Management <i>Prof. Tobias Held Hamburg University of Applied Sciences, Lars Engelmann Norwegian Energy Partners</i>	Excursion STUTE Verkehrs-GmbH	Supply Chain Management Exercise <i>Prof. Wolfgang Kersten Hamburg University of Technology</i>	Service Innovation <i>Prof. Rod Franklin Kühne Logistics University</i>	Optional Social Program Guided City Tour and Alster Boat Trip
12:00	Measuring Supply Chain Performance <i>Prof. Michael Knemeyer Ohio State University</i>	Lunch break	Lunch break	Transfer	Lunch break	Lunch break	
13:00	Lunch break	Transfer	Workshop Project Management <i>Prof. Tobias Held Hamburg University of Applied Sciences, Lars Engelmann Norwegian Energy Partners</i>	Transfer	Supply Chain Management Exercise <i>Prof. Wolfgang Kersten Hamburg University of Technology</i>	Service Innovation <i>Prof. Rod Franklin Kühne Logistics University</i>	
14:00	Digitalization of the Supply Chain <i>Prof. Michael Knemeyer Ohio State University, Prof. Rod Franklin Kühne Logistics University</i>	Excursion <i>Gebr. Heinemann</i>	Coffee break	Excursion <i>Airbus Deutschland GmbH</i>	Coffee break	Coffee break	
15:00	Coffee break	Transfer	Workshop Project Management <i>Prof. Tobias Held Hamburg University of Applied Sciences, Lars Engelmann Norwegian Energy Partners</i>	Transfer	Supply Chain Management Exercise <i>Prof. Wolfgang Kersten Hamburg University of Technology</i>	Service Innovation <i>Prof. Rod Franklin Kühne Logistics University</i>	
16:00	Customer and Supplier Relationship Management <i>Prof. Michael Knemeyer Ohio State University</i>	Case Study: Digitalization at Siemens <i>Prof. Michael Knemeyer Ohio State University, Prof. Rod Franklin Kühne Logistics University</i>					
17:00							
18:00							
SOCIAL EVENTS	Opening Dinner (18:00 – 21:00)				Guided Barge Tour of the Port (18:00 – 20:00)		

2018-07-23	2018-07-24	2018-07-25	2018-07-26	2018-07-27	DATE
MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	TIME
MODULE: SUPPLY CHAIN MANAGEMENT: TOOLS AND TECHNIQUES II	MODULE: MANAGERIAL SKILLS	MODULE: MANAGERIAL SKILLS	MODULE: SUPPLY CHAIN MANAGEMENT: KEY BUSINESS PROCESSES	MODULE: DIGITALIZATION AND BIG DATA	
					08:30
Structuring High Performance Business Relationships <i>Prof. Michael Knemeyer Ohio State University</i>	Workshop Negotiation Techniques <i>Dr. Mark Young Rational Games, Inc.</i>	Workshop Negotiation Techniques <i>Dr. Mark Young Rational Games, Inc.</i>	Mapping the Sustainable Supply Chain <i>Prof. Michael Knemeyer Ohio State University</i>	Big Data in the Supply Chain <i>Prof. J. Rod Franklin Kühne Logistics University</i>	09:00
			Coffee break		
Coffee break			Manufacturing Flow and Lean Thinking <i>Prof. Joern Meissner Kühne Logistics University</i>	Coffee break	10:00
Customer Service Management <i>Prof. Michael Knemeyer Ohio State University</i>	Coffee break	Coffee break		Big Data in the Supply Chain <i>Prof. J. Rod Franklin Kühne Logistics University</i>	11:00
	Workshop Negotiation Techniques <i>Dr. Mark Young Rational Games, Inc.</i>	Workshop Negotiation Techniques <i>Dr. Mark Young Rational Games, Inc.</i>	Lunch break		
Lunch break			Implementing and Sustaining the SCM Processes <i>Prof. Michael Knemeyer Ohio State University</i>		12:00
Product Development and Commercialization ¹	Lunch break	Lunch break	Coffee break	Lunch break	13:00
Coffee break			Supply Chain Resiliency ^{1,2}		
Returns Management <i>Prof. Michael Knemeyer Ohio State University</i>	Workshop Negotiation Techniques <i>Dr. Mark Young Rational Games, Inc.</i>	Workshop Negotiation Techniques <i>Dr. Mark Young Rational Games, Inc.</i>	Coffee break	Panel Discussion and Seminar Wrap-Up <i>Prof. Rod Franklin Prof. Michael Knemeyer</i>	14:00
Coffee break		Coffee break	Group Case Study <i>Prof. Michael Knemeyer Ohio State University</i>		15:00
Conducting Assessments of the Supply Chain Management Processes <i>Prof. Michael Knemeyer Ohio State University</i>	Coffee break	Workshop Negotiation Techniques <i>Dr. Mark Young Rational Games, Inc.</i>			16:00
	Workshop Negotiation Techniques <i>Dr. Mark Young Rational Games, Inc.</i>				17:00
					18:00
Executive Evening (18:00 – 21:00)			Certificate Ceremony (18:00 – 22:00) and Farewell Dinner		SOCIAL EVENTS

LIST OF LECTURERS

LARS ENGELMANN
ENERGY ADVISOR
NORWEGIAN ENERGY PARTNERS

PROF. ROD FRANKLIN, PHD²
Adjunct Professor of Logistics and Academic Director of Executive Education
Kühne Logistics University

PROF. DR. TOBIAS HELD
Department of Mechanical Engineering & Production Management
Hamburg University of Applied Sciences

PROF. DR. WOLFGANG KERSTEN
Institute of Business Logistics and General Management
Hamburg University of Technology, TUHH

PROF. A. MICHAEL KNEMEYER, PHD¹
Department of Marketing and Logistics
The Ohio State University – Fisher College of Business

PROF. JOERN MEISSNER, PHD
Professor of Supply Chain Management & Pricing Strategy
Kühne Logistics University

DR. MARK YOUNG
Rational Games, Inc.

IN COOPERATION WITH



AND NETWORK PARTNERS



INTERNATIONAL SUMMER SCHOOL “SUPPLY CHAIN AND LOGISTICS MANAGEMENT”

DATES

2018-07-16 TO 2018-07-27 (12 days)

TARGET GROUP

- Group/team leaders
- Department heads
- Divisional heads

OBJECTIVE

- Preparation for new assignments related to logistics or consolidation of logistics know-how
- Development of a comprehensive understanding of logistics and supply chain processes
- Mediation of management skills

CONTENTS

- Fundamental managerial concepts
- Courses on logistics and supply chain management

COMPLETION

Certificate from Kühne Logistics University

TUITION FEE

6,000 euros (inclusive teaching materials, beverages, lunch and supporting program). For registration until March 31, 2018 we offer an early bird rebate of 10 %

LANGUAGE

English

MAIN LECTURE ROOMS

Kühne Logistics University
Großer Grasbrook 17
5th floor
20457 Hamburg

TERMS AND CONDITIONS FOR THE KLU EXECUTIVE EDUCATION PROGRAMS

§ 1 SCOPE

These terms and conditions concern participation in executive education events offered by Kühne Logistics University – Wissenschaftliche Hochschule für Logistik und Unternehmensführung (KLU) administered by the KLU Executive Education GmbH.

§ 2 EVENT FEES

- Payments are due in full no later than 14 days after the invoice date (30 days for international payments). Please transfer payments to the account specified on the invoice and include the invoice number with all payments.
- Cancellations must be made in writing. If a cancellation is submitted: 20 or more working days before the start of the event, you will receive a full refund minus a 10 percent processing fee;
- 5 to 19 working days before that start of the event, you will receive a 50 percent refund.
- If you cancel less than 5 days before the event or if you do not participate in the event, you will receive no refund.

§ 3 CHANGES TO EVENT DATES AND SCHEDULES

- If too few people register for an event or if other urgent reasons arise, the event organiser is permitted to postpone or cancel the event or to combine it with another event. In such cases, participants are entitled to withdraw from the event. Participants are not entitled to reimbursement of travel costs, hotel costs or time not worked.
- The event organiser reserves the right to change the event schedule for important reasons.

§ 4 DOCUMENTS

Documents provided by the KLU Executive Education GmbH for an event must not be reproduced, copied, altered by electronic means, distributed or released to the public without prior written permission from the KLU Executive Education GmbH. Participants may be required to pay damages if they violate this condition.

§ 5 LIABILITY

- Participants are not entitled to file claims for damages, whatever the legal basis. This applies in particular to claims relating to a breach of duties arising from the obligation or from unlawful acts. This does not apply in the case of mandatory liability.
- Claims for damages – regardless of their legal nature – are limited to the cost of the event fee.

§ 6 PERSONAL INFORMATION / DATA PROTECTION

Participants are advised that KLU digitally saves the data it collects from them and uses it for the purposes of the contract. KLU guarantees that such data shall be treated confidentially. By registering for an event, customers agree that their data will be saved as described. Customers have the right to view, change or delete their details at any time.

§ 7 FINAL PROVISIONS

- KLU is represented by its Executive Education subsidiary, the KLU Executive Education GmbH. The laws of the Federal Republic of Germany apply for all legal relations that result from registering to participate in further education events offered by the KLU Executive Education GmbH.
- The place of jurisdiction is Hamburg.
- If one of the provisions in these terms and conditions becomes invalid or voidable, this shall not affect the remaining provisions.

CONTACT

KÜHNE LOGISTICS UNIVERSITY – KLU
Wissenschaftliche Hochschule
für Logistik und Unternehmensführung
Großer Grasbrook 17
20457 Hamburg, Germany

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For further information and the
application form please refer to our
website:

www.the-klu.org

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THE OHIO STATE UNIVERSITY
2100 Neil Avenue
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Prof. A. Michael Knemeyer, PhD

Professor of Logistics
Phone: +1 614 292 2507
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REGISTRATION FORM

I HEREBY REGISTER FOR THE INTERNATIONAL SUMMER SCHOOL

"SUPPLY CHAIN AND LOGISTICS MANAGEMENT" 2018 IN HAMBURG

JULY 16-JULY 27, 2018

Last/Family Name, First/Given Name

Place of Birth, Date of Birth

Company

Position/Title

Member of AGA Unternehmensverband Member of Logistik-Initiative Hamburg

Street, No

Zipcode, City, Country

Telephone

Fax

E-mail

Internet

Referred by (if applicable)

Date and Signature

With my signature, I hereby agree to the Terms and Conditions for the KLU Executive Education Programs.

Details: Please register until July 10, 2018. For registrations until March 31, 2018 we offer an early bird rebate of 10%. Please do not authorize any payments before receiving an invoice. For further details please see general terms and conditions.

Registration:

Please fax or email this registration form to +49 40 328 707-109 | professional@the-klu.org or register at www.the-klu.org/summer-school

