

## Logistics Executive Development Program

- ▶ **Location:** Knoxville, Tennessee
- ▶ **Duration:** One week
- ▶ **2010 Dates:** March 1-5
- ▶ **Tuition:** \$5,900 (includes meals and lodging);  
\$2,950 if repeating the course
- ▶ Program fees are subject to change. Check our web site (<http://TheCenter.utk.edu>) for the latest information.
- ▶ Class size is limited.

### Participant Profile

The *Logistics Executive Development Program* is designed for experienced logistics managers and for those who may be new to logistics from management positions in other functional areas of the business. Major elements of the program content are also particularly useful to executives in the logistics supplier industries, such as transportation, information systems, and third-party/contract logistics.

### Overview

Success in today's business environment requires effective management of the integrated logistics supply chain. The *Logistics Executive Development Program* is designed to help executives better understand how to achieve competitive advantage through logistics. The course emphasizes creating value for partners throughout the supply chain and integrating logistics activities and strategies with other areas of corporate competency.

The *Logistics Executive Development Program* emphasizes five critical business processes that must receive attention in a world-class logistics operation:

- ▶ Integrated Logistics Management
- ▶ Supply Chain Management
- ▶ Strategic use of information
- ▶ Systems and relationship management
- ▶ Customer value creation

Through a process orientation, this program provides a perspective on integrated logistics management that will be valuable for both users and suppliers of logistics services.

### Key Objectives

- ▶ Identify and highlight critical issues that affect both users and suppliers of logistics services
- ▶ Respectfully acknowledge "the way we used to do business" while introducing a new paradigm for management based on customer value
- ▶ Use the structure of a well-designed strategic planning process to develop a strategy for a global firm with a focus on key logistical issues
- ▶ Use a systems management approach to evaluate and understand the current move toward developing logistics partnership relationships
- ▶ Identify the changes in the international environment, as well as the logistics tactics required by firms that wish to participate in the growing national economy.

### Methods of Instruction

The program has been designed to ensure the active involvement of all participants. A balance of theory and application is provided through lectures, question/answer sessions, case studies, and small-group exercises. See the program schedule included with this profile sheet.

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## Faculty

Course faculty consists of key faculty members from The University of Tennessee and other leading universities and executives from prominent firms representing the entire supply-chain including:

- ▶ **Dr. John T. (Tom) Mentzer:** Harry J. and Vivienne R. Bruce Excellence Chair of Business, a past president of the Council of Logistics Management, and faculty leader for the Logistics Executive Development Program.
- ▶ **Dr. J. Paul Dittmann:** Director of the Office of Corporate Partnerships.
- ▶ **Dr. Terry L. Esper:** Assistant Professor of Logistics
- ▶ **Dr. James H. Foggin:** Associate Professor of Logistics Emeritus
- ▶ **Dr. Mary C. Holcomb:** Associate Professor of Logistics
- ▶ **Dr. Diane A. Mollenkopf:** Associate Professor of Logistics
- ▶ **Dr. Lloyd M. Rinehart:** Associate Professor of Logistics
- ▶ **Dr. Funda Sahin:** Associate Professor of Logistics
- ▶ **Dr. Theodore P. Stank:** Professor of Logistics, Interim Associate Dean of Academic Programs, and Dove Professor of Logistics

## Facilities

Classes are held in the executive classrooms of The University of Tennessee Center for Executive Education. These facilities are specifically designed for group-interaction programs.

Accommodations are single-occupancy rooms at the nearby Knoxville Hilton Hotel.

## Special Features

The *Logistics Executive Development Program* is offered by the Center for Executive Education at The University of Tennessee.

The University of Tennessee's programs in Logistics and Supply Chain Management have consistently been ranked among the best education programs in the field.

The program, like all Center for Executive Education public programs, is available as a customized, in-house program for organizations.

## Related Courses

Related courses currently offered by the Center for Executive Education include:

- ▶ Integrated Supply Chain Management Program
- ▶ Supply Chain Management Strategy
- ▶ Demand Management in the Supply Chain
- ▶ Logistics & Operations in the Supply Chain
- ▶ The Lean Enterprise and the Supply Chain
- ▶ Supply Chain Resource Management
- ▶ Integrative Supply Chain Experience
- ▶ Performance-Based Logistics: The Basics and Beyond
- ▶ Vested Outsourcing

## Contact

For more information on the *Logistics Executive Development Program*, please call or write:

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For current information about the Center for Executive Education and its offerings, visit our web site at <http://TheCenter.utk.edu>.

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## PROGRAM SCHEDULE

	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
8:10-9:40	Integrated Logistics Management	Logistics Activity Based Management	Logistics Modeling	Strategic Sourcing	Performance-driven Change Management
10:00-11:30			Facility Strategies and Issues	Logistics Performance Management/Metrics	Logistics Mega Trends
12:30-2:00	Demand Management		Transportation Strategies and Issues	Negotiating in Logistics	
2:15-3:45	Creating Logistics Value	Inventory Strategies and Issues	Order Fulfillment Strategies and Issues	Value Chain Game	
4:00-5:30	Integrated Supply Chain Management		Global Logistics Management		
6:30-8:00	Logistics Simulation				