




Global Sourcing Workshop Series



Overview



*Advancing Productivity, Innovation,
and Competitive Success*



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- **Four-workshop series – 16 contact hours**
 - Workshop 1: Introduction
 - Workshop 2: Global Suppliers
 - Workshop 3: Cultural Relationships
 - Workshop 4: Logistics Requirements

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- **Workshop 1: Introduction**
 - Recognizing advantages and disadvantages of global sourcing
 - Selecting criteria for evaluating countries
 - Selecting logistics partners, addressing supplier qualifications, and determining supply chain stability
 - Finding resources for researching cultural differences
 - Evaluating a supplier contract
 - Listing considerations for opening an international procurement office

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- **Workshop 2: Global Suppliers**
 - Locating and researching international suppliers
 - Evaluating potential suppliers
 - Understanding levels of supplier relationships
 - Using Requests for Proposals to qualify international suppliers
 - Conducting site visits
 - Selecting an outsourcing manager

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- **Workshop 3: Cultural Relationships**
 - Recognizing the challenges presented by global supply chains not typically found in domestic supply chains
 - Appreciating unique cultural values
 - Assessing negotiating and decision-making styles
 - Maintaining productive international supplier communications
 - Managing from a distance

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- **Workshop 4: Logistics Requirements**
 - Constructing a global logistics strategy
 - Maximizing value through partner selection
 - Applying contract terminology
 - Navigating paperwork compliance requirements
 - Choosing proper modes of transport
 - Managing cash flow