

**4<sup>TH</sup> ANNUAL**  
**AUTO INDUSTRY**  
**CERTIFICATE IN:**

# **PURCHASING & SUPPLY CHAIN MANAGEMENT**



**Offered by:**

Wayne State University in cooperation with AIAG

**Dates:**

February 16 - June 8, 2017 | September 7 - December 7, 2017

**Location:**

AIAG Headquarters  
26200 Lahser Road, Suite 200  
Southfield, Michigan 48033

Wayne State University, in cooperation with AIAG, offers the fourth annual non-degree certificate program designed to provide participants with an in-depth understanding of supply chain topics and issues in the context of the global auto industry.



Mike Ilitch  
School of Business



# AUTO INDUSTRY CERTIFICATE IN PURCHASING AND SUPPLY CHAIN MANAGEMENT



## ABOUT THE SPONSORS

The Vehicle Industry SCM Certificate Program is a joint offering from Wayne State University's School of Business Administration, and the Automotive Industry Action Group (AIAG). AIAG is the industry's premier supply chain organization, with leading education programs covering a wide variety of supply chain and other industry subject areas. Wayne State University (WSU) is a leading Carnegie 1 research institution.

The School of Business' Supply Chain Program focuses on the vehicle industry and consists of five tenure track faculty and a number of industry adjuncts, and some 400 undergraduate supply chain majors and 35 MBA supply chain concentrators.

## THE PROGRAM

This non-degree certificate program is designed to provide participants with an in-depth understanding of supply chain topics and issues in the context of the global vehicle industry. Auto industry supply chain issues are especially focused on purchasing and supplier development, risk management, inbound logistics, after-market parts management and a rather unique kind of outbound vehicle transportation. Participants will learn about a broad range of vehicle industry oriented supply chain topics including SCM strategy, SCM finance, forecasting, negotiations, procurement strategy, supplier development, risk management, production operations, quality management processes and Six Sigma, trade management, logistics and transportation management. New manufacturing and logistics technologies are also explored.

## FACULTY AND PROGRAM STRUCTURE

The program faculty will consist of a combination of supply chain academics and industry supply chain professionals. Program sessions will include a combination of lectures, classroom discussions, a company related project and presentation, cases, tours, internet sessions, and simulations. Course content will be loaded on the Wayne State Blackboard course administration system. At the end of the year students will have learned about supply chain concepts and issues, best practices, analysis tools and industry application of concepts.

## PROGRAM ADMINISTRATION

The program will be held over the course of a year with separate winter and fall classroom terms. The overall program will consist of some 23 distinct classroom sessions. Sessions will be held on Thursday afternoon/evenings from 3:30-7:00 p.m. Sessions will be spread out over the course of the year with some break weeks throughout the year to allow for travel, personal weeks, etc. Most sessions will involve a combination of academic and industry faculty on the same topics. A typical session could involve an introduction to the topic, followed by a light meal break, and continuing with a more applied discussion of the topic. Sessions will be held at AIAG headquarters in Southfield.

## PROSPECTIVE STUDENTS

The Certificate Program is designed for high potential candidates from a variety of vehicle industry OEM, Tier 1 and 2, 3PL, service and carrier organizations. Typical participants may be relatively new to supply chain functions, or may not have been exposed to supply chain concepts in college, or may have attended supply chain programs that were not focused on vehicle industry issues. Students are likely to come from manufacturing, marketing, engineering, purchasing, logistics, trade management, or related functions.

## PARTICIPATING COMPANIES IN PAST PROGRAMS:

- Fiat Chrysler Automobiles N.V.
- Cooper-Standard Automotive
- Magneti Marelli
- Ryder System, Inc
- General Motors Company
- Lear Corporation
- Ford Motor Company
- Detroit Diesel
- Magna International Inc.
- Delphi Corporation
- Meritor, Inc.
- Lowry Solutions
- Michigan Economic Development Corporation
- American Axle & Manufacturing
- Tianhai Electric North America
- Webasto-Edscha Cabrio USA, Inc.
- Williamston Products, Inc.
- Mopar - FCA US LLC
- QAD
- Link Transport Inc.
- Faurecia Interior Systems
- Sweetland Transport

# PROGRAM OUTLINE



## WINTER SESSION:

<b>Feb. 16</b>	Intro/ SCM Strategy in the Vehicle Industry
<b>Feb. 23</b>	Globalization and Vehicle SCM
<b>Mar. 9</b>	SCM Finance
<b>Mar. 16</b>	ERP and Decision Support Tools
<b>Mar. 30</b>	Forecasting and Demand Planning In the Vehicle Industry
<b>Apr. 6</b>	Negotiation and Purchasing Legal
<b>Apr. 20</b>	Buyer/Seller Relations and Innovation
<b>May 4</b>	Procurement Strategy
<b>May 11</b>	Supplier Development and Risk Management
<b>May 25</b>	Manufacturing/Scheduling/Capacity In the Vehicle Industry
<b>Jun. 1</b>	Plant Tour
<b>Jun. 8</b>	Six Sigma and Quality Management and First Half Wrap-Up
<b>Summer</b>	Summer Break Company Project

## FALL SESSION:

<b>Sep. 7</b>	Global SCM and Logistics Strategy In the Vehicle Industry
<b>Sep. 14</b>	Global Sourcing and Total Enterprise Cost
<b>Sep. 21</b>	Global Customs/Security Management
<b>Oct. 5</b>	Warehousing/Sequencing/ Cross-Dock/Pooling Strategy and Operations
<b>Oct. 12</b>	Supplier/Sequencing Center Tour
<b>Oct. 19</b>	Inventory Management Strategy
<b>Oct. 26</b>	Materials Management/Beer Game
<b>Nov. 9</b>	Transportation Mgt, 3PL's, Packaging Returnables, and Safety/Legal
<b>Nov. 16</b>	Component Transportation Management
<b>Nov. 30</b>	Finished Vehicle Transportation
<b>Dec. 7</b>	Wrap-up/Graduation

### PROGRAM DATES:

February 16 - June 8, 2017  
September 7 - December 7, 2017

### PROGRAM TIME:

Thursdays from 3:30-7:00 p.m.

### PROGRAM LOCATION:

AIAG Headquarters  
26200 Lahser Rd, Suite 200  
Southfield, Michigan 48033

### REGISTRATION SITE:

[www.aiag.org](http://www.aiag.org)

### PROGRAM FEES:

The total course fee is \$3,895. Program fees cover all sessions, books, readings, simulation games, light meals, certificate, a framed class photo, and a certificate plaque.

### CERTIFICATE REQUIREMENTS:

In order to receive an endorsed full Certificate students must attend at least 85% of all sessions, satisfactorily complete the project, and satisfactorily participate in exercises and class discussions.

### FOR MORE INFORMATION:

#### Dr. John C. Taylor

Chair, Department of Marketing and Supply Chain Management

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5201 Cass Avenue, Room 300  
Detroit, MI 48202

E-Mail: [taylorjohn@wayne.edu](mailto:taylorjohn@wayne.edu)

[www.business.wayne.edu/gscm](http://www.business.wayne.edu/gscm)

Office: 313 577-4525 | Cell: 517 719-0275

#### AIAG Customer Service

26200 Lahser Road, Suite 200  
Southfield, MI 48033

E-Mail: [trainingcontact@aiag.org](mailto:trainingcontact@aiag.org)

[www.aiag.org](http://www.aiag.org)

Office: 248 358-3003

# SELECTED FACULTY BIOS

## JOHN TAYLOR

Chairman of the Department of Marketing and Supply Chain Management in the School of Business at Wayne State University. His teaching and research is in the areas of international logistics, and transportation policy and management. He has extensive manufacturing industry and supply chain consulting experience. His Ph.D. is from Michigan State University.

## JOEL KARCZEWSKI

Vice President of Business Development, AIAG. Karczewski is currently leading AIAG's efforts in product and program management in the Corporate Responsibility, Quality and Supply Chain Management business segments. He has extensive experience in purchasing, sales and marketing with tier 1 and tier 2 automotive suppliers. He is a board member of the ISM-SEM, and holds an MBA from the University of Detroit Mercy.

## TIMOTHY BUTLER

Associate Professor of Supply Chain Management at Wayne State University. Dr. Butler's research interests are in Operations Management and Purchasing strategy. He is Director of the ISM/WSU Southeast Michigan Purchasing Managers Index. His Ph.D. is from the University of South Carolina.

## MIKE SILVIO

Director of Supply Chain Management at Cooper Standard Automotive. At Cooper Standard Mr. Silvio is responsible for global logistics, and North American capital and indirect purchasing. Mr. Silvio has extensive experience in global automotive logistics, purchasing, and transportation management. He is a frequent speaker and panel member on SCM topics at trade association meetings around the world. He holds an MBA from Wayne State University.

## HUGO DeCAMPOS

Instructor of Supply Chain Management at Wayne State University. Dr. DeCampos is focused on purchasing strategy. He spent 10 years in the General Motors global purchasing and SCM organization, including a four year stint at GM Shanghai. He is ABD in the in the Ph.D. Program in SCM at Michigan State University. He also holds an Engineering Degree from Brigham Young University.

## RANJAN D'MELLO

Dr. D'Mello is Associate Professor of Finance at Wayne State University. His teaching and research interests are in the area of corporate finance, with an emphasis on securities issues and payout policy. His Ph.D. is from The Ohio State University.

## WILLIAM L. HURLES

Former Executive Director of General Motors Global Supply Chain Operations (retired 7/1/2015). Key responsibilities included scheduling, capacity management, program launch, critical supply coordination, lean material flow and risk management. During Bill's 38 year career, he held numerous leadership positions in Engineering, Manufacturing and Supply Chain with experience in both headquarter and plant operations. He also was a former Board member of AIAG, Howard University Supply Chain Program and member of SC50 Advisory Committee. He has a BSME from Michigan Technological University, MBA from Eastern Michigan University and advanced international business education at Thunderbird University and University of Pittsburg. Most recently, Bill is providing support to WSU and AIAG, while also providing consulting support.

## CHRISTOPHER MATTINGLY

Global Director, Component Capacity Management and Production Scheduling, Fiat Chrysler Automobiles (FCA). Christopher Mattingly is responsible for scheduling production for FCA NA Assembly Plants. He is also responsible for material releases, component capacity management and advanced component capacity planning. Previously he was head of Parts and Material Transportation and SCM Global Convergence Projects. Christopher has over 30 years of experience in the automotive supply chain. He holds a BA from Wayne State University and an MSA from Central Michigan University.

## STEVE TRECHA

President and CEO of *Integrated Strategies, Inc.* - Steve has personally consulted with over 75 corporations from around the world. He and his firm are focused on strategic sourcing and supply chain management and business transformation. His firm also holds the Michigan Quality Leadership award, Navigator level. He holds a Bachelor's Degree in Engineering and an MBA, concentrating in Materials and Logistics Management, from Michigan State University.

## TINGTING YAN

Assistant Professor of Supply Chain Management at Wayne State University. Dr. Yan's research is focused on buyer/seller relationships, supplier innovation, and purchasing strategy. She has a number of research projects underway that examine buyer/seller relationships in complex supply chains. Her Ph.D. in SCM is from Arizona State University. She also holds a Masters of Science in Management Science and Engineering from Fudan University.

## JOHN BOULAHANIS

Mr. Boulahanis is Managing Member and Owner of JAMA Consulting. He has more than 20 years of global professional experience in product development, automotive manufacturing, and quality management. His work is in lean manufacturing, Six Sigma, Kaizen, and supply chain management. He holds a Masters of Science in Electronics and Computer Control Systems from Wayne State University. He is a Licensed Professional Engineer (Michigan), and a Certified Six Sigma Black Belt (ASQ).

## LORI SISK

Lecturer of Purchasing and Supply Chain Management at Wayne State University. She has over 25 years of experience with growing responsibilities in Purchasing and Supply Management both as a practitioner at General Motors, TRW, AutoAlliance, and a consultant at Delphi, Ernst & Young, and Hewlett Packard. She has her C.P.M., C.P.S.M. and Six Sigma Green Belt. Lori's work has been focused on building effective teams, creating good supplier relationships, and improving the bottom line. She holds her MBA from Bowling Green State University.

## MYLES STERN

Dr. Stern is an Associate Professor in the Department of Accounting at Wayne State. He has taught a wide variety of courses in accounting and management information systems. His research is in the areas of ERP information systems, and information systems applications in manufacturing. He has been a frequent speaker at professional development programs, and has consulted on information systems with many businesses. Dr. Stern has a Ph.D. from Michigan State University.

# AUTO INDUSTRY CERTIFICATE IN PURCHASING AND SUPPLY CHAIN MANAGEMENT APPLICATION

## ATTENDEE INFORMATION

Name:	Title:
Company:	Parent Corporation/Division:
Address:	
City:	State/Province:
Zip/Postal Code:	Country:
E-mail:	
Phone:	Fax:

## BILLING INFORMATION (IF DIFFERENT FROM ABOVE)

Name:	Title:
Company:	Parent Corporation/Division:
Address:	
City:	State/Province:
Zip/Postal Code:	Country:
E-mail:	
Phone:	Fax:

## MEMBERSHIP

Are you an AIAG Member?      YES      NO      Would you like to receive membership information?      YES      NO

## PAYMENT INFORMATION

Check #\*, Money Order #\*, or Purchase Order #\*:

AIAG accepts Visa, MasterCard and American Express Credit Cards: For your safety we ask that you do not provide your credit card details to us on this training registration form. Instead, please provide a contact persons name and phone number where we can call you to obtain credit card information for this order. Your registration will not be processed until we are able to reach you to obtain credit card details. \*\*\*International customers placing credit card orders for training please place your order online ([www.aiag.org](http://www.aiag.org))\*\*\*

Contact Name:      Phone:

\*Make check or money order payable in U.S. funds to AIAG. Mail or fax copy of completed P.O. with registration.

## REGISTRATION INFORMATION

**Phone:** Call 248 358-3003

**Email:** Email completed registration form to [trainingcontact@aiag.org](mailto:trainingcontact@aiag.org)

**Fax:** Fax completed registration form to 248 799-7995.

**Mail:** Send completed registration with check or money order (payable in U.S. funds), purchase order or credit card to:

Automotive Industry Action Group  
P.O. Box 633719  
Cincinnati, OH 45263-3719

\* If registering by mail, the registration must be received no later than 15 days prior to the scheduled class date.

### Please read the following information before submitting your registration

- AIAG reserves the right to cancel any class due to low enrollment and/or other circumstances beyond the control of AIAG. In the event that a class is cancelled, all registered attendees will be notified no less than 10 business days before the scheduled class date. AIAG is not responsible for airfare, lodging or other related expenses incurred on behalf of class registrants.
- AIAG is unable to reserve seats without payment. Full payment or an approved P.O. must be submitted with your registration.
- Please use one registration form per person. Make copies of this form for additional attendees.
- **CANCELLATION POLICY:** Requests for cancellations or transfers must be submitted in writing and faxed to 248 799-7995 or emailed to [trainingcontact@aiag.org](mailto:trainingcontact@aiag.org). Registrations cancelled 11 or more business days prior to the course date will receive a refund for the amount of the class minus an administrative fee. Administrative fees are printed on the course confirmation letter or can be obtained by contacting the Customer Service Department. Registrations cancelled less than 11 business days prior to the course date, as well as registrants who do not attend their scheduled course, will forfeit the full registration fee. One transfer request is allowed and must be received at least 5 business days prior to the course date. Substitutions are permitted at any time.
- AIAG complies with required Office of Foreign Asset Control (OFAC) regulations.