

Programme on **Global Sourcing & International Buying**

Friday, June 16, 2017 • 9.30 a.m. to 5.00 p.m.

Venue : Torrent-AMA Management Centre, Core-AMA Management House,
 ATIRA Campus, Dr. Vikram Sarabhai Marg, Ahmedabad 380 015

Introduction: With rapid globalization, sourcing of materials and supplies across borders has multiplied several fold. Global buying offers competitive prices for quality raw materials and products. A well planned effort to source globally can enhance profitability of a Company.

Course Content:

- What is Right Buying ? 7-Rs
- Why Global Sourcing ?
- International Procurement Cycle (P2P2P)
- Essentials of International Contracts,
- INCO Terms 2010 of International Chamber of Commerce, Paris
- E-Procurement: Reverse Auctions, e-Markets
- Ship or Air: Total Distribution Cost Analysis (TDCA)
- Negotiations in International scenarios

Faculty : **Mr Ashok Sharma**, Bachelor of Technology from the *Indian Institute of Technology (IIT, Delhi)* and MBA from the Faculty of Management Studies (FMS). **He successfully completed specialized programmes at the Wharton School of the University of Pennsylvania & the American Management Association, USA.** He has been a visiting faculty at several management institutes and has conducted over 1500 seminars.

He is a UN Certified and trained Trainer and has been practicing as a Management Consultant & Trainer for over a decade. He is the recipient of several awards; including a national award at the hands of Mr Pranab Mukherjee & Best Trainer Award from Chartered Institute of Logistics.

Earlier, he held senior positions and has **corporate experience of 35 years in various senior positions as Vice President, Blue Star Ltd, President, Pidilite Industries Limited, Whole Time Director, Mather & Platt Ltd and Chief Operating Officer, TechNova Imaging Systems Ltd.**

He is **Former President of Bombay Management Association (BMA) & International Federation of Purchasing & Materials Management, IFPMM (now headquartered at USA).**

Fee : Rs.1500/- per participant. (Concession for members 10%, Patron 20%). Fee includes course fee, cost of material, lunch and refreshments. The Cheque may please be drawn in the name of 'Ahmedabad Management Association'.

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June 16, 2017

Registration Form: Please fill-in and return this form along with participation fee to :

Ahmedabad Management Association, Dr. Vikram Sarabhai Marg, ATIRA Campus, Ahmedabad 380 015.

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Website: www.amaindia.org • Android Mobile App: AMA-Ahmedabad amaIndia.org.

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| Name(s) | Designation |
| 1. | |
| 2. | |
| Organisation: | |
| Address: | |
| | Pin Code: |
| Phone: | Mobile: |
| E-mail: <input style="width: 100%; height: 20px;" type="text"/> | |