

5TH ANNUAL AUTO INDUSTRY CERTIFICATE IN



PURCHASING AND SUPPLY CHAIN MANAGEMENT



business.wayne.edu/gscm
aiag.org

Wayne State University, in cooperation with AIAG, offers the fifth 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**.

Offered by:

Wayne State University
in cooperation with
AIAG

Dates:

February 15 - June 7, 2018
September 6 - December 6, 2018

Location:

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



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 Mike Ilitch 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.

PRIOR PARTICIPATING COMPANIES

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

PROGRAM OUTLINE



WINTER SESSION:

Feb. 15	Intro/ SCM Strategy in the Vehicle Industry
Feb. 22	Globalization and Vehicle SCM
Mar. 8	ERP & Decision Support Tools
Mar. 22	Negotiation & Purchasing Legal
Apr. 5	SCM Finance
Apr. 12	Forecasting & Demand Planning
Apr. 19	Procurement Strategy
May 3	Supplier Development and Risk Management
May 10	Buyer / Seller Relations & Innovation
May 24	Manufacturing/Scheduling/Capacity
May 31	Plant Tour
Jun. 7	Six Sigma & Quality Management First Half Wrap-Up

FALL SESSION:

Sep. 6	Warehousing, Sequencing, and Corporate Social Responsibility
Sep. 13	Global Sourcing and Total Enterprise Cost
Sep. 20	Global Customs/Security Management
Oct. 4	Global SCM & Logistics Strategy
Oct. 11	Supplier/Sequencing Center Tour
Oct. 25	Inventory Management Strategy
Nov. 1	Materials Management
Nov. 8	Transportation Mgt & 3PL's
Nov. 15	Component Transportation Management
Nov. 29	Finished Vehicle Transportation
Dec. 6	Wrap-up/Graduation

PROGRAM DATES:

February 15 - June 7, 2018
September 6 - December 6, 2018

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

PROGRAM FEES:

The total course fee is \$3,995. 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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AIAG Customer Service

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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.

TANYA BOLDEN

Tanya Bolden is Director of Corporate Responsibility at AIAG, joining the organization in October 2010. Bolden is leading AIAG's strategic programming and works with teams of volunteers, drawn from AIAG member companies, to develop and implement guidelines and share best practices to help companies manage their regulatory obligations and customer expectations on issues such as supply chain transparency, working conditions, and environmental sustainability.

Bolden joins AIAG from the General Motors Company, where she was corporate responsibility manager, responsible for a broad range of global corporate responsibility issues impacting the company. She specifically was responsible for the social sector, including industry collaborations, stakeholder engagement, reporting, risk assessment and cross-functional leadership interface. Bolden worked at General Motors for 20 years, in a variety of positions, with growing responsibility. She holds a bachelors of science from Michigan State University and a master of science in administration from Central Michigan 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).

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 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.

EDWARD DOUGHERTY

Edward Dougherty been a Customs Compliance Professional since 1996 and a Licensed Customs Broker since 2002. During that time, he has been with F.W. Myers Customs Brokers serving as their account representative for a major automotive manufacturer, with Sandler and Travis Trade Advisory Services for 18 years where he finished as Training Manager, and with Yazaki North America since 2015 as a Customs Project Manager. He also served as an

officer for the Detroit Customs Brokers and Forwarders Association and am a 1989 graduate of the James Madison College at Michigan State University.

ARTURO FAUSTO

Arturo Fausto is a customer insights and analytics professional who has helped numerous companies around the globe. Currently, Mr. Fausto works for Aquent, serving as the Lead of the VOC Insights team at General Motors. In this role, he conducts ad hoc analyses and produces reports that inform the decision-making of the brand, product, and marketing teams at GM. Previously, he served as the Senior Manager of Business Analytics at Ducker Worldwide, a full-service market research and strategy consulting firm. During his time at Ducker, he developed innovative solutions and strategies for clients through the use of advanced statistical analyses. Mr. Fausto has extensive project experience across the automotive, building & construction, healthcare, heavy equipment, and consumer products industries. With a strong foundation in statistics and quantitative research, he is proficient with advanced analytics techniques such as regression modeling, cluster analysis, factor analysis, and discrete choice modeling. He holds a Bachelor of Arts in Marketing and a Master of Science in Marketing Research, both from Michigan State University.

HOMAYUNE A. GHAUSSI

Homayune Ghaussi is dually focused in supply chain litigation and commercial contract negotiation. He represents clients in complex litigation and commercial disputes, including through jury trials and arbitration hearings. Homayune also counsels automotive, manufacturing and raw material suppliers throughout the United States and Europe on a variety of contracts. He thrives on providing clients with unique solutions to obstacles and creating strategies to achieve business goals efficiently, whether in litigation or contract negotiations. His proactive approach and ability to focus on the most important matters make him a valuable resource in and out of the courtroom. An executive at a Tier 1 automotive supplier, who regularly retains Homayune to better understand the potential legal ramifications of its customer contracts, said his advice was invaluable. "It allowed us to proactively address issues with our customer that we would have missed had we not had his guidance. I would retain Homayune as legal counsel in a heartbeat. I highly recommend him to others looking for legal support that is proactive and client focused." Homayune is also a member of the Management Committee at Warner Norcross.

JOHN HENKE

John W. Henke, Ph.D., is President of Planning Perspectives, Inc., a management consulting firm based in Birmingham, MI, Professor Emeritus of Marketing in the School of Business Administration at Oakland University, Rochester, MI., and a Research Fellow at The Center for Supply Chain Management, Rutgers Business School, Rutgers University.

Prior to joining the academic community, he held sales and marketing management positions during a 15-year period with several firms, including IBM and the Automotive Division of General Automation, an international manufacturer of automated industrial systems. He has continued his association with the business world as President of Planning Perspectives, a firm he founded that specializes in helping companies improve their supplier working relations. In this capacity, he has worked with dozens of companies across 18 industries including General Motors, Ford, Toyota, Boeing, BP, Cisco Systems, GE Healthcare, Black and Decker, Rolls Royce Aerospace and many others.

He holds a B.A. (physics) from Eastern Michigan University, a M.S. (radiological physics) from Cornell University, and a M.B.A. (Advanced Management Program) and Ph.D. (marketing) from Michigan State University. While at Cornell he was the recipient of a Sloan-Kettering Fellowship. He has also received several automotive industry research grants from the MIT International Motor Vehicle Program.

BILL HURLES

Bill has been a highly effective and recognized Senior Executive in Supply Chain. He has demonstrated leadership capabilities in resolving multiple complex supply chain challenges. Key to this success is working cross functionally and in partnership with key suppliers, logistics and engineering.

FACULTY BIOS

He has more than 38 years of experience with Global Fortune 25 Automotive Manufacturers where he has held multiple executive and managerial positions with Global and Regional responsibilities in Supply Chain, Manufacturing and Engineering. Over half of his experience has included plant floor leadership roles that demonstrated and enhanced his ability to lead teams, enhance team member skills, develop business plans and achieve organizational targets. Operations managed include Vehicle Assembly, Powertrains (Engines and Transmissions), Stampings, Castings and Component Manufacturing. During his tenure, Bill and his team's were often recognized for their outstanding contributions.

In Bill's most recent role as Global Executive Supply Chain Leader, he was responsible for supply chain operations at over 150 global automotive assembly and manufacturing locations. Responsibilities included supply demand planning, scheduling, capacity management, lean material flow, engineering change management, product launch execution, crisis and risk management. He's also had extensive experience in supplier quality, logistics and procurement.

Bill also continues to contribute to the advancement of Supply Chain education and skills thru engagement with Wayne State University, AIAG, Supply Chain 50 and is currently Exec Director of the Global Supply Chain Resiliency Council (non profit). He's also held previous Board positions at Howard University and AIAG. He has a Mechanical Engineering Degree from Michigan Technological University and MBA from Eastern Michigan University and has completed Global Leadership Programs at University of Pittsburgh and Thunderbird University.

MARICK MASTERS

Marick F. Masters is currently Director of Labor@Wayne at Wayne State University, where he is a Professor of Business and Adjunct Professor of Political Science. Labor@Wayne includes the Labor Studies Center, Douglas A. Fraser Center for Workplace Issues, the undergraduate labor studies major, and the Master of Arts in Employment and Labor Relations. Professor Masters received his Ph.D. in Labor and Industrial Relations from the University of Illinois in 1983. He served on the faculty of the Department of Management at Texas A&M University from 1982-1986. He served on the faculty of the Katz Graduate School of Business, University of Pittsburgh, from 1986-2009 (January 4), where he was a professor, Director of MBA Programs, and Associate Dean (Interim).

Dr. Masters' research and teaching interests are in conflict resolution, negotiations, labor-management cooperation, public-sector labor-management relations, union finances, and unions in politics. He has published more than 100 articles and two books: *The Complete Guide to Conflict Resolution in the Workplace* (AMACOM, 2002) and *Unions at the Crossroads* (Quorum 1997). He is currently working on books in the areas of negotiations, union finances, and the role of labor in American politics. He serves on the editorial boards of the *Journal of Labor Research* and the *International Journal of E-Politics*. He previously served on the editorial board of the *Journal of Management*.

CHRISTOPHER MATTINGLY

Senior Manager, Global Convergence Projects, Supply Chain Management, Chrysler, LLC. Christopher leads projects related to convergence of supply chain processes and systems across a number of platforms including the Chrysler and Fiat brand's manufacturing operations. He previously was Head of Parts and Materials Transportation for Chrysler. Christopher has 30 years of experience in the automotive supply chain. He holds a BA from Wayne State University and an MSA from Central Michigan University.

SACHIN MODI

Sachin Modi is a Professor of Supply Chain Management at the Mike Ilitch School of Business at Wayne State University. Prior to joining Wayne State University he held faculty positions at Iowa State University and the University of Toledo. During his career, he also spent multiple years in supply chain consulting working at Kanbay Inc. (now a division of Capgemini) and i2 Technologies (now JDA Software Inc.). His research publications have appeared in several leading supply chain management journals in the world including the *Journal of Operations Management*, *Production and Operations Management Journal*, and

the *Journal of Marketing*. He received his Ph.D. in Business with a dual major in Operations Management and Decision Sciences from the Kelley School of Business at Indiana University. He received his Masters of Science in Industrial Engineering from the University of Cincinnati and his Bachelors of Engineering in Mechanical Engineering came from the Maharashtra Institute of Technology at the University of Pune in India.

TERRY ONICA

As Director of Automotive at QAD, Terry is responsible global marketing activities which include strategy and positioning, product and offering, people and knowledge, and field and sales marketing support for the automotive vertical. Terry works in close concert with customers to drive best practices and earn preferred supplier status as well as lead in the development of industry standards and adoption worldwide. Terry spent her prior career in the working at GM, Ford, and Johnson Controls and has been immersed in the automotive supply chain and technology space throughout her 25 year career. Currently, Terry is an active member of the AIAG Supply Chain Steering Committee and co-chair Pro tem of the AIAG/Odette MIMOG/LE Work Group. She has recognized by both AIAG/Odette with awards for driving the development and global adoption of MIMOG/LE. Additionally, she was a past recipient of Supply & Demand Chain Executive magazine's "Practitioner Pro to Know," given to the manufacturing industry's leading innovators who are working to advance supply chain performance and related technology. Onica has a Bachelor of Science degree in Computer Information Systems from Lawrence Technological University.

MIKE SILVIO

Mike has 28 years' experience in global supply chain management. In August of 2107, Mike joined Surgere, a technology company to assume executive responsibility of the logistics vertical as well as the development of the Hawkeye finished vehicle software product. The previous 15 years, Mike was at Cooper Standard, a global tier one automotive supplier where he was responsible for global logistics, customs, packaging engineering and is the corporate delivery champion for their major OEM customers.

Mike has been a faculty member at Wayne State University for the past 14 years. Mike is a Wayne State alum with an undergraduate degree focusing on Logistics and an MBA majoring in International Business. He is a frequent speaker at Conferences around the world speaking on innovation, supply chain, and various motivational topics.

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.

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.

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)***

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

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. 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.