

DIPLOMA IN GLOBAL SOURCING

Drive Results Towards Long-term Business Advantage

PROGRAM INTRODUCTION

Procurement has traditionally been considered as an operational function focused on buying goods and services at the lowest price and reducing transactional costs. But procurement can be much more than this. Procurement's unique position at the interface between the internal and external domains means that it can contribute value in a way that no other function can. Procurement teams have insights and relationships that they can leverage to promote an organization's strategic goals and develop competitive advantage. In future, procurement will not only be measured by cost savings delivered, but also by value created.

Do you and your company have the competencies needed to respond to this scenario or even to get ahead of the curve?

The Diploma in Supply Management program builds competencies that drive towards the best possible customer satisfaction by integrating procurement with other supply chain operations. You will acquire tools to help you and your company transform everything from sourcing strategies to processes to match the upgraded expectations.

FOR WHOM?

The program is for professionals in procurement, sourcing and supply management and with development responsibilities and the power to influence strategic decisions. The program is also suitable for people who act in collaboration with procurement, e.g. production, R&D or sales.

The Diploma in Global Sourcing program is especially valuable for **managers, directors and chief officers in procurement, sourcing, purchasing, operations, production and sales**. Participants in previous courses have worked, for example, as sourcing directors, category leads and supply chain managers.

BENEFITS

After completing the program, participants will understand how to drive long-term business advantage throughout the network and supply chain in a digitalized world. The program provides fresh insights, applicable concepts and pragmatic tools that make your daily work more beneficial, effective and easier.

- Develop sourcing strategies that generate value for all actors across the supply chain
- Drive towards the best possible customer satisfaction by integrating sourcing with other supply chain operations
- Learn to reduce costs while maximizing supplier value and opportunity

CONTENTS

The training consist of 11 training days (6 modules), online courses and learning assignments.

Main themes of the program are:

1. Strategic supply management
2. Supply Chain Management
3. Supplier Network Management
4. Management accounting, measurement
5. Process development and tools
6. Transformation and change management

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LEARNING METHODS

Readings: academic and hand-picked business-related articles and one book to analyse your knowledge, way of working, experiences, and collect ideas on how to utilise the book's insights in your organisation now or in the future

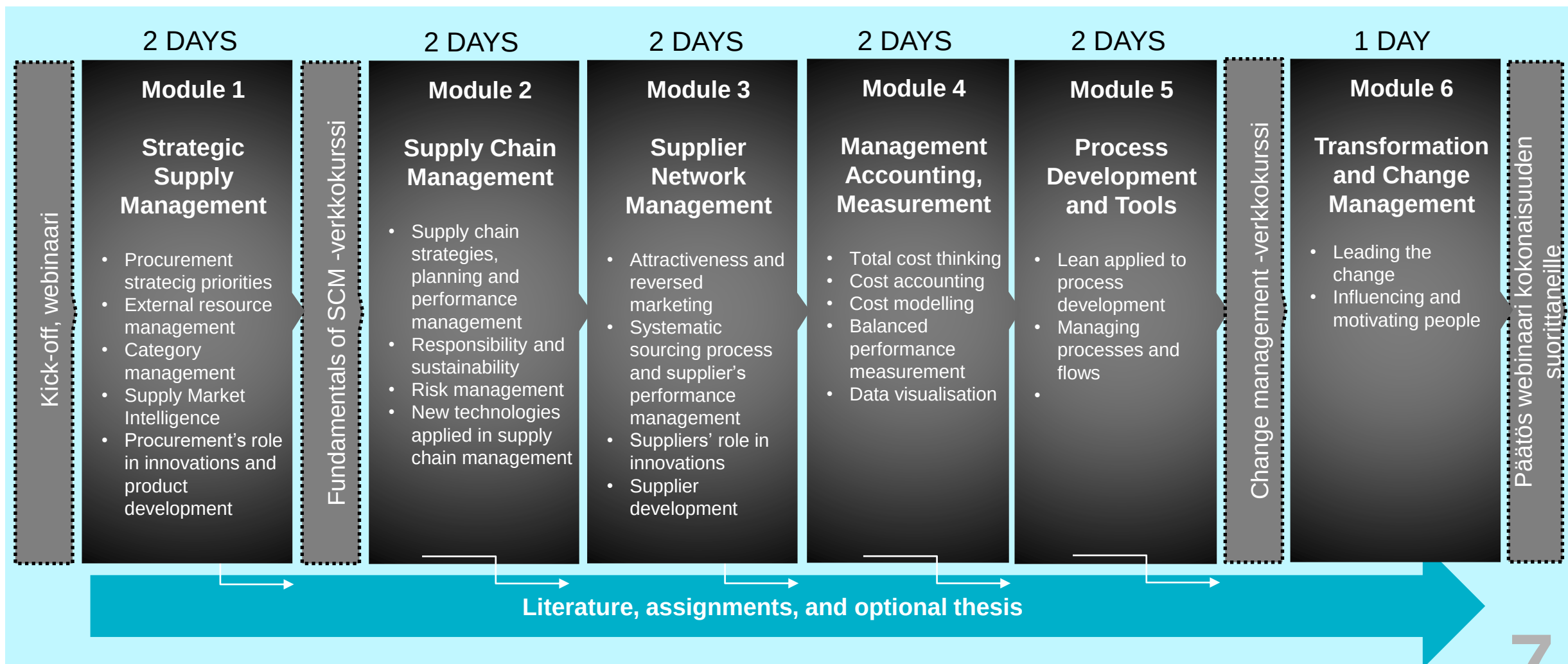
Online courses: fundamentals of supply chain management and change management

Echo teams: enhance your learning as well as leverage ideas and insights more widely in your organization with your own team

Work related assignments: challenge your company's current way of working by assessing theories and/or concepts, solve issues or improve performance, implement theory in practise

Thesis: professional qualification presenting the author's knowledge and know-how about the course content and literature for developing a real process, function or operations demonstrating comprehensive thinking and business focus

PROGRAM STRUCTURE 2022



FACULTY

All instructors – both Finnish and from international networks – are hand-picked for their combination of academic and business experience

LAURI SAARINEN

Prof. Lauri Saarinen is an expert in data analytics-based operations management, process improvement and planning of operations. He focuses in research and teaching on creating value with analytics using companies' operational data and has specialized on questions related to value of local production, international supply chains and process improvement. Lauri engages actively with industry with a goal to understand the edge of developing operations management and process improvement in practice.

Lauri is an Assistant Professor of Operations Management at the Industrial Engineering and Management department of Aalto University. He has carried out research work with companies from Finland, Switzerland and United States ranging from heavy industries to consumer electronics and healthcare. Lauri develops new applied analytics teaching at Aalto and his teaching portfolio includes advanced operations management, operations strategy and statistical and quantitative methods for managers. Prior to arriving to Aalto, Lauri gained experience at University of Lausanne taking part in M.Sc. and EMBA teaching. The students of Industrial Engineering at Aalto University chose Lauri as the *Teacher of the Year in 2021* and Lauri was awarded the *Teaching excellence award* for the year of 2021 by the faculty of the Industrial Engineering Department.

Before joining the academia, Lauri worked in supply chain management, inventory and production planning optimization. He continues to work with industry engagements focusing on process analysis and improvement, analytics in operations and planning solutions.



**Ph.D., Information Systems,
University of Lausanne**
**M.Sc. (Eng.), Industrial
Management, Aalto University**

**Assistant Professor of Operations
Management**
Aalto University School of Science

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TIMO SEPPÄLÄ

Timo Seppälä has extensive experience in contemporary global phenomena like Digitalization, Platform Economy and Global Value-chains, as well as Strategic Management and Internationalization of firms.

At Aalto University, he is in charge of Production Planning and Control, plus Demand-Supply Network Management Courses. His specialties are: Business Intelligence and Analyses, Global Business Unit and Account Management, Strategic and Operative Business Development, Supplier & Customer Relationship Management and, Contract Negotiations.

Currently Timo Seppälä teaches Advanced Operations Management at Aalto University and co-heads a collaborative research and policy program between Aalto University, ETLA and VTT for the Prime Minister's Office in Finland, focusing on Industrial Internet and Platform Economy. He is also an acknowledged instructor in Executive Education.

His research has been widely published in prestigious International Research Journals, like Supply Chain Management: An International Journal and, Journal of Industry, Competition and Trade. He has over 15 years of business experience in several Finnish and international companies. He has served in numerous management and executive positions at Valmet, Freebolt Cobolt, Oracle, Elcoteq, SAP and Nomovok.



Ph.D. (Industrial Economics and Management)

Professor of Practice, Aalto University School of Science

Research Associate, Research Institute of the Finnish Economy, ETLA

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MAX FINNE

Dr Max Finne is an expert in operations, project and supply chain management. He has specialized in servitization, Industry 4.0, service network management, professional service operations, inter-organizational collaboration, learning analytics and flipped learning pedagogies. He has taught in a number of Warwick Business School's prestigious Executive, Full-time and Distance Learning MBA Programmes prior to joining Aalto University. Even the most demanding student cohorts highly appreciate Max's teaching and have awarded him with the highest student feedback of the whole teaching team on a number of occasions.

Max is an Assistant Professor of Information and Service Management at Aalto University School of Business. He has carried out close research collaboration with companies such as ABB, Costain, Finnair, Fujitsu, KONE, NCC and Skanska. He delivers innovative and engaging teaching with high impact on learning, which is showcased through Max winning the distinguished Nigel Slack Teaching Innovation Award in 2015, 2016 and 2018.

Max has been awarded with Postgraduate Certificate in Academic and Professional Practice with distinction (1st-class honours) from the University of Warwick. This gave him full pedagogical qualification to teach in the UK Higher Education and recognition as a Fellow of the Higher Education Academy.



D.Sc. (Tech.)

**Assistant Professor,
Aalto University School of
Business**

KATRI KAUPPI

Katri Kauppi has teaching experience from Aalto, Nottingham University Business School and Manchester Business School where she has also taught in the Global MBA-programme in e.g. Dubai, Shanghai and Miami. Prof Kauppi teaches in the areas of Operations Management, Supply chain management and purchasing. She has received the “Teaching material development of the year” award from Aalto BIZ in 2013.

Prof. Kauppi holds a PhD from Helsinki School of Economics. Her research interests are mainly within organizational purchasing behaviour, e-procurement, global sourcing and socially sustainable supply chain management. Kauppi is also part of two research networks that conduct international comparative studies on manufacturing and purchasing practices and performance (The International Manufacturing Strategy Survey and The International Purchasing Survey). Some of her previous publications are under her maiden name, Karjalainen.

Prof. Kauppi’s research has been awarded twice at the European Operations Management Association’s annual conference, and in 2014 Katri Kauppi received the World Culture Council Special Recognition Award for a young scientist who early in their career has made an international impact through their research.



**PhD, Helsinki School of
Economics**

**Associate Professor,
Aalto University**

KETTY TUDEER

Ketty Tudeer has over 20 years experience in procurement and supply chain management through her global senior leadership roles within telecommunications and automotive industries.

Her expertise include sourcing and supply chain management, organisational transformations, operational efficiency, global supplier management and organisational development. During her career she has worked with wide variety of topics, for example, from strategy development to sustainability, and from process development to risk management.

For the last six years she worked as Head of Procurement and Supply Management at thyssenkrupp Group, being located in Germany. Previously Ketty has worked as an executive management consultant gaining a wide knowledge of several industries and before that over 11 years in several managerial positions within Nokia and Nokia Siemens Networks.

Ketty holds a Licentiate of Science in Technology degree from Aalto University and Master of Science in Physics from University of Helsinki. Her postgraduate research interests are in the fields of purchasing management and sustainability.



Lic. Sc. (Tech.), M.Sc. (Physics)

THOMAS JOHNSEN

Thomas E. Johnsen is Professor of Purchasing and Supply Management at Audencia Business School (Nantes, France) where he is also Director of the M.Sc. programme in Supply Chain and Purchasing Management. Prior to this he was Gianluca Spina Professor of SCM at Politecnico di Milano.

Thomas Johnsen currently focuses on two areas of research: Purchasing involvement in discontinuous innovation and sustainable purchasing and supply management. He is currently Associate Editor of the Journal of Purchasing & Supply Management. His book (with M. Howard and J. Miemczyk) Purchasing and Supply Chain Management: a Sustainability Perspective which was first published by Routledge in April 2014 and awarded the ACA-Bruel coup de coeur prize, is now in its 2nd edition. He has a PhD from University of Bath and MSc from Copenhagen Business School.

He has worked with a large number of companies for research and/or consulting projects including Nokia, QinetiQ, UK NHS, UN, Valmet, Dyson, Airbus, Unipart, Filtronic, Land Rover, Nestle, TWR, Man Diesel, PA Consulting, Deloitte Touche and Viking Life.



Professor of Purchasing and Supply Management , Audencia Business School (Nantes, France)

JARI MELGIN

Jari Melgin is a Professor of Practice at Aalto University School of Business, Department of Accounting. As a Lecturing Researcher he mainly focused on accounting, corporate finance, M&A, investor relations and corporate governance.

Besides his teaching and research, he works as a financial consultant and advisor. He has over 25 years of experience in finance, accounting and financial management.

He has held various management positions at group finance and treasury-level. He has served as CFO in corporations like Containerships Ltd. He was the VP of Finance at Salomon, and VP Group Treasury at Amer Sports Corporation.

Jari Melgin has a Ph.D. in Accounting / Corporate Governance from Aalto University. In addition, he holds a M.Sc. in Political Science at the University of Turku. Furthermore, he has a M.B.A. in Economics at the University of Turku.

His dissertation concentrated on the boundaries of decision-making within corporate governance, focusing specifically on the role of the Board.



Ph.D. (Accounting / Corporate Governance)

Professor of Practice, Aalto University School of Business