



6<sup>th</sup> Annual  
Auto Industry Certificate in  
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# PURCHASING AND SUPPLY CHAIN MANAGEMENT

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



**Offered by:**  
Wayne State University  
in cooperation with AIAG



**Dates:**  
February 7 - May 30, 2019  
September 5 - December 5, 2019



**Location:**  
AIAG Headquarters  
4400 Town Center  
Southfield, Michigan 48075

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Wayne State University, in cooperation with AIAG, offers the sixth 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.  
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# PROGRAM OVERVIEW



## THE PROGRAM

This 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.

In addition to exploring new manufacturing and logistics technologies, participants will learn about a broad range of vehicle industry oriented supply chain management (SCM) topics: 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.

## FACULTY AND PROGRAM STRUCTURE

Program faculty consists of a combination of supply chain academia and industry professionals. To provide the most comprehensive educational experience for all students, sessions include a mix of classroom discussions and lectures, a company related project and presentation, cases, tours, internet sessions, and simulations.

## PROGRAM ADMINISTRATION

In its entirety, the program consists of 23 classroom sessions held over the course of a year, with separate winter and fall terms. Sessions are held at AIAG headquarters in Southfield on Thursday afternoons/evenings from 3:30 - 7:00 p.m., with break weeks throughout the year to allow for travel, personal time, etc.

## PROSPECTIVE STUDENTS

The certificate program is intended for high potential candidates from a variety of vehicle industry OEM, Tier 1 and sub-tier, 3PL, service and carrier organizations. Typically, students perform manufacturing, marketing, engineering, purchasing, logistics or trade management functions, and may be relatively new to supply chain functions, or may have previously attended other supply chain programs not focused on vehicle industry issues.

# PROGRAM SCHEDULE

## WINTER SESSION

<b>February 7</b>	Intro/SCM Strategy in Vehicle Industry
<b>February 21</b>	Globalization & Vehicle SCM
<b>February 28</b>	Procurement Strategy
<b>March 7</b>	Negotiation & Purchasing Legal
<b>March 21</b>	ERP & Decision Support Tools
<b>March 28</b>	SCM Finance Supplier Integration
<b>April 4</b>	Forecasting
<b>April 11</b>	Supplier Development & Risk Management
<b>April 25</b>	Buyer / Seller Relations & Innovation
<b>May 2</b>	Manufacturing/Scheduling/Capacity
<b>May 9</b>	Plant Tour
<b>May 30</b>	Six Sigma & Quality Management First half wrap up

## FALL SESSION

<b>September 5</b>	Warehousing/Sequencing/Cross-Dock/ Pooling Strategy Corporate Social Responsibility
<b>September 12</b>	Global Sourcing & Total Enterprise Cost
<b>September 19</b>	Global Customs/Security Management
<b>October 3</b>	Global SCM & Logistics Strategy
<b>October 10</b>	Supplier/Sequencing Center Tour
<b>October 17</b>	Inventory Management Strategy Class presentations
<b>October 24</b>	Materials Management Class presentations
<b>November 7</b>	Transportation Mgt & 3PL's Class presentations
<b>November 14</b>	Component Transportation Management Class presentations
<b>November 21</b>	Finished Vehicle Transportation Class presentations
<b>December 5</b>	Wrap Up/Graduation

# PROGRAM DETAILS



## PROGRAM DATES

February 7 - May 30, 2019  
September 5 - December 5, 2019



## PROGRAM TIME

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



## PROGRAM LOCATION

AIAG Headquarters  
4400 Town Center  
Southfield, MI 48075



## REGISTRATION SITE

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

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### AIAG Customer Service

4400 Town Center  
Southfield, MI 48075  
E-Mail: [trainingcontact@aiag.org](mailto:trainingcontact@aiag.org)  
[www.aiag.org](http://www.aiag.org)  
Office: 248 358-3003

## COMPANIES THAT PARTICIPATED IN PRIOR CERTIFICATE PROGRAMS:

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

# FACULTY BIOS

- **JOHN TAYLOR**

CHAIR, DEPARTMENT OF MARKETING AND SUPPLY CHAIN MANAGEMENT, SCHOOL OF BUSINESS, WAYNE STATE UNIVERSITY

- **JOEL KARCZEWSKI**

VICE PRESIDENT OF COMMERCIAL SERVICES, AIAG

- **CHRISTOPHER BARRETTE**

DIRECTOR OF CAPACITY PLANNING – SUPPLY CHAIN MANAGEMENT, FCA

- **TANYA BOLDEN**

DIRECTOR, CORPORATE RESPONSIBILITY PRODUCTS & SERVICES, AIAG

- **TIMOTHY BUTLER**

ASSOCIATE PROFESSOR OF SUPPLY CHAIN MANAGEMENT, WAYNE STATE UNIVERSITY

- **HUGO DECAMPOS**

ASSISTANT PROFESSOR OF SUPPLY CHAIN MANAGEMENT, WAYNE STATE UNIVERSITY

- **RANJAN D'MELLO**

PROFESSOR OF FINANCE, WAYNE STATE UNIVERSITY

- **HOMAYUNE A. GHAUSSI**

DUALLY FOCUSED IN SUPPLY CHAIN LITIGATION AND COMMERCIAL CONTRACT NEGOTIATION, WARNER NORCROSS + JUDD LLP

- **WILLIAM L. HURLES**

FORMER EXECUTIVE DIRECTOR OF GENERAL MOTORS GLOBAL SUPPLY CHAIN OPERATIONS (RETIRED 7/1/2015)

- **TOM KROSWEK**

SENIOR DIRECTOR OF SUPPLY CHAIN EXCELLENCE, RYDER

- **TERRY ONICA**

DIRECTOR OF AUTOMOTIVE, QAD ERP

- **LINAS POLTERAITIS**

SUPPLY CHAIN MANAGEMENT DIRECTOR - AMERICAS, APTIV

- **MIKE SILVIO**

VICE PRESIDENT OF SUPPLY CHAIN, SURGERE CORPORATION

- **LORI SISK**

LECTURER OF PURCHASING AND SUPPLY CHAIN MANAGEMENT, WAYNE STATE UNIVERSITY

- **MYLES STERN**

ASSOCIATE PROFESSOR IN THE DEPARTMENT OF ACCOUNTING, WAYNE STATE UNIVERSITY

- **STEVE TRECHA**

PRESIDENT AND CEO, INTEGRATED STRATEGIES, INC.

- **ABHAY VADHAVKAR**

DIRECTOR OF MANUFACTURING, ENGINEERING & TECHNOLOGY, CENTER FOR AUTOMOTIVE RESEARCH IN ANN ARBOR MICHIGAN

- **TINGTING YAN**

ASSOCIATE PROFESSOR OF SUPPLY CHAIN MANAGEMENT, WAYNE STATE UNIVERSITY

# PROGRAM SPONSORS

## ABOUT THE SPONSORS

The Vehicle Industry SCM Certificate Program is a joint offering from Mike Ilitch School of Business' Supply Chain Program, 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.

The Mike Ilitch School of Business' Supply Chain Program focuses on the vehicle industry and consists of tenure track faculty and a number of industry adjuncts. There are over 450 undergraduate supply chain majors and 160 MBA supply chain concentrators. Gartner Research recently ranked the WSU undergrad SCM program as one of the top 25 in the nation.



A two-story stand-alone facility, AIAG's new office is part of the Southfield Town Center complex off of Evergreen Road. This move came in response to AIAG membership growth (along with related staff growth) and the necessity of planning ahead as our numbers continue to increase.



The new Mike Ilitch School of Business building was made possible by a \$40 million lead investment from Mike and Marian Ilitch. The gift is the largest in WSU history and ranks as one of the top ten gifts ever to name a public business school in the United States.

# 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.