MANAGING THE FINANCIAL SUPPLY CHAIN

Overview
Growing overseas require access to markets, capital and competitive differentiation. In the context of Asia, suppliers are usually much smaller compared to their overseas buyers in major world markets. This imbalance creates challenges for exports and sales due to lack of credit and insufficient cash flow. It also prevents larger buyers from being able to source directly from suppliers in Asia.

This course will explore supply chain financing solutions to help companies acquire working capital and grow sales, through use of materials as collaterals for loans, or modes of receivables financing. Participants will also form teams to play a supply chain simulation game using Excel and online data entry. The game will require teams to make annual supply chain management decisions that will impact revenue growth, cut costs, and/or manage risks of the company, taking into consideration management trade-offs and both short-term and long-term profitability, in coming up with an overall strategic plan.

Programme outline

DAY 1
• Overview of financial statements
• Impact of supply chain management on profit & loss
• Key concepts of inventory management
• Cash to cash cycle: Strategies for improvement
• Explanation of Supply Chain Simulation Game Round 1

DAY 2
• Financing using trade receivables
• Financing using collateral management
• New alternative financing and payment platforms
• Use of blockchain in supply chains
• Supply Chain Simulation Game (teams)

DAY 3
• Simulation Game team presentations
• Simulation Game Debrief - key learnings and takeaways
• Integration of supply chain and finance

Participants will learn
• Improving cash flow for business growth
• Understand management trade-offs in short-term and long-term profitability
• Risk management and risk mitigation versus costs
• Alternative modes of financing for overseas expansion

Who should attend
• Managers
• Senior Managements
• Corporate executives on management track
• Senior Managers
MANAGING THE FINANCIAL SUPPLY CHAIN

About the Instructor

Goh Puay Guan is Associate Professor at NUS SCALE and NUS Business School. He has been an Adjunct Professor at NUS Business School, and Adjunct Fellow with the School of Computing, where he taught courses in Supply Chain Management, Operations Strategy, Supply Chain IT, and eCommerce. He is the author of Supply Chain Management: A Concise Guide, published by Pearson (1st Ed. 2005, 2nd Ed. 2015).

His corporate experience spans general management, strategic planning, and investments, in the areas of supply chain, information technology, and infrastructure investment. Most recently he was Vice President of Business Development and Commercial at Sembcorp Development Ltd and General Director for Sembcorp Infra Services in Vietnam. He led Batamindo Shipping and Warehousing to attain the ASEAN Business Award for Growth (SME) by the ASEAN Business Advisory Council in 2013. He was a Top Outstanding Young Persons (TOYP) 2012 Merit Winner for Business and Entrepreneurship category, awarded by Junior Chamber International (JCI).

Fees

<table>
<thead>
<tr>
<th></th>
<th>Singapore Citizens¹</th>
<th>Singapore Citizens¹</th>
<th>Singapore PRs</th>
<th>Enhanced Training Support for SMEs¹</th>
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</thead>
<tbody>
<tr>
<td>21 — 39 yrs old¹</td>
<td>$963.00</td>
<td>$363.00</td>
<td>$963.00</td>
<td>$363.00</td>
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<tr>
<td>≥ 40 yrs old²</td>
<td>$363.00</td>
<td>$363.00</td>
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incl. GST

Information is accurate as of March 2018. NUS SCALE reserves the right to change the information at any time without prior notice.
## Fees and fundings

<table>
<thead>
<tr>
<th></th>
<th>International Participants</th>
<th>Singapore Citizens&lt;sup&gt;1&lt;/sup&gt; 21 — 39 yrs old</th>
<th>Singapore Citizens&lt;sup&gt;1&lt;/sup&gt; ≥ 40 yrs old&lt;sup&gt;2&lt;/sup&gt;</th>
<th>Singapore Citizens&lt;sup&gt;1&lt;/sup&gt; Eligible for WTS&lt;sup&gt;3&lt;/sup&gt;</th>
<th>Singapore PRs ≥ 21 yrs old</th>
<th>Enhanced Training Support for SMEs&lt;sup&gt;4&lt;/sup&gt;</th>
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<tr>
<td><strong>Full Programme Fee</strong></td>
<td>S$3,000.00</td>
<td>S$3,000.00</td>
<td>S$3,000.00</td>
<td>S$3,000.00</td>
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<tr>
<td><strong>SkillsFuture Funding</strong></td>
<td>–</td>
<td>(S$2,100.00)</td>
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<td><strong>Nett Programme Fee</strong></td>
<td>S$3,000.00</td>
<td>S$1,035.00</td>
<td>S$1,035.00</td>
<td>S$1,035.00</td>
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<tr>
<td>7% GST on Nett Programme Fee</td>
<td>S$210.00</td>
<td>S$63.00</td>
<td>S$63.00</td>
<td>S$63.00</td>
<td>S$63.00</td>
<td>S$63.00</td>
</tr>
<tr>
<td><strong>Total Nett Programme Fee Payable, Incl. GST</strong></td>
<td>S$3,210.00</td>
<td>S$963.00</td>
<td>S$963.00</td>
<td>S$963.00</td>
<td>S$963.00</td>
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<tr>
<td><strong>Less Additional Funding if Eligible Under Various Scheme</strong></td>
<td>–</td>
<td>–</td>
<td>–</td>
<td>(S$600.00)</td>
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<td><strong>Total Nett Programme Fee, Incl. GST, after additional funding from the various funding schemes</strong></td>
<td>S$3,210.00</td>
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<td>S$363.00</td>
<td>S$213.00</td>
<td>S$963.00</td>
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1. All self-sponsored Singaporeans aged 25 and above can use their $500 SkillsFuture Credit to pay for the programme. Visit [http://www.skillsfuture.sg/](http://www.skillsfuture.sg/) credit to select the programme.

2. Mid-Career Enhanced Subsidy - Singaporeans aged 40 and above may enjoy subsidies up to 90% of the programme fee.

3. Workfare Training Support (WTS) - Singaporeans aged 35 and above (13 years and above for persons With disabilities) and earn not more than S$2,000 per month, may enjoy subsidies up to 95% of the programme fee.

4. Enhanced Training Support for SMEs (ETSS) - SME-sponsored employees (Singaporean Citizens and PRs) may enjoy subsidies up to 90% of the programme fee. For more information, visit [http://www.ssg.gov.sg/programmes-and-initiatives/training/enhanced-training-support-for-smes.html?_ga=2.154478072.1748789781.1519700056-512306731.1519700056](http://www.ssg.gov.sg/programmes-and-initiatives/training/enhanced-training-support-for-smes.html?_ga=2.154478072.1748789781.1519700056-512306731.1519700056)

5. Eligible organisations (excluding government entities) may apply for the absentee payroll funding via SkillsConnect at [www.skillsconnect.gov.sg](http://www.skillsconnect.gov.sg) for Singaporean/permanent resident participants attending the programme during working hours. The absentee payroll funding is computed at 80% of hourly basic salary capped at $4.50 per hour or $7.50 per hour for SME or 95% of hourly basic salary for WTS. For more information, visit [https://www.skillsconnect.gov.sg/sop/portal/e-Services/For%20Employers/AbsenteePayroll.jsp](https://www.skillsconnect.gov.sg/sop/portal/e-Services/For%20Employers/AbsenteePayroll.jsp)