

# Academy For Production Management And Logistics

practice - methods - innovation



New! Courses right at the scene  
of the event  
- read more on page 42 -

Event Overview 2022 and 2023

**For your attention:**

All courses in this overview will be held in German language. In case you are interested in any other language (such as English) please send your request to IPL. We are able to make individual offers according to your requirements.

## Preface



Corona has made continuing education more flexible

The Covid19 pandemic has presented us all with new challenges. Unplannable requirements for lockdown, contact restrictions, but also the short-term absence of people due to illness have demanded enormous flexibility from everyone. Under this pressure, new forms of continuing education have emerged that are likely to remain relevant in the post-Corona era. These include, in particular, hybrid seminar offerings in which participants can decide for themselves whether they want to take part 'on site' or whether they would rather opt for low-effort online participation. In this way, 'virtual' participants sit alongside real participants in a seminar room.

Therefore, the following applies to all IPL day seminars and training courses:  
Decide for yourself which form of implementation is the preferred variant for you!

Thanks to modern technology, the discussion in the team and the exchange of experiences take place as usual. Even the numerous group works in the IPL seminars are not only possible without restrictions. On the contrary, innovative software has enriched the forms of collaboration.

IPL seminars offer a modern continuing education experience!

Yours

Prof. Dr. Klaus-Jürgen Meier

P.S. : All offers from this catalog and additional current events can be found on our homepage  
[www.i-p-l.de](http://www.i-p-l.de).

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# Executive Events



Executive Events

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Top Management Forum  
- For executives only



**You are a executive manager and looking for an information exchange?**

Open discussion among people of your level and impartial information on current management issues become more and more difficult the higher you rise in the company hierarchy. The IPL has taken up this problem and is organizing appointments for this purpose, which enable you to exchange ideas in an appropriate atmosphere.

Topics, dates and guest speakers are agreed in advance in the group of participants. The conference location guarantees concentration and a relaxed stay. The forum takes place once or twice a year. The network contacts gained invite you to exchange ideas between the individual appointments.

For further information please contact Prof. Dr. Klaus-Jürgen Meier personally available

Target group:	Top Managers from production and logistics companies
Date and location:	On demand
Duration and price*:	By arrangement

\*) All prices excl. VAT

### Pathway into the future of Industry 4.0 - How does your company look like in a digital future?

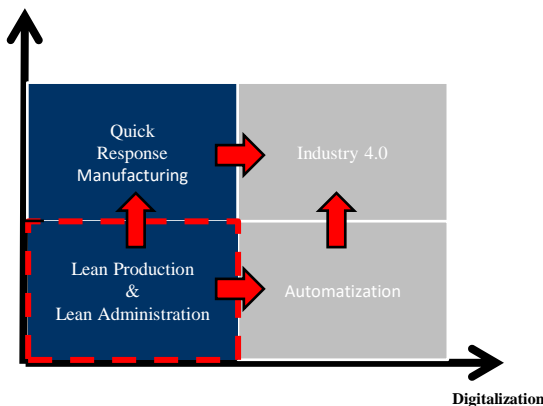
For decades lean production was the target of every production company. There was an easy guideline: simple and standardized processes, no waste as well as no implementation of complex software. This management system succeeded to fulfill essential requirements:

- Low investment,
- Totally transparent,
- Successful.



But according to experts this has come to an end and trends like digitalization and Industry 4.0 claim to be the future. Only when implementing technology without hesitation companies will be able to survive. Is this the end of lean production era? All experience expired what was right before? And, what do you have to do next?

Process  
variety



The answer is clear: carry on, as if nothing had happened, is wrong. Every company has to find its own way between digitalization and the diversity of variants. This has consequences. Industry 4.0 does not mean that we only can expand digitalization within the company. Inevitably, there are significant effects on the business processes and the organization. How much Industry 4.0 makes sense for your company? To decide that requires specialist and management competence!

By applying an elaborated methodology IPL supports you to identify your right position between digitalization and process variety. A vision for your company results made of Industry 4.0 and lean production. Measures and a roadmap towards realization will be easy to derive.

Target group: management team of production, retail or logistics companies

Date and location: as agreed upon, execution in your company

Duration and price\*: Duration depends on volume, EUR 1.800,00 € per day plus additional costs

\*) All prices excl. VAT



# Certificate Courses

Certificate Courses

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## Certified Supply Chain Expert (IPL) Unlock the potential of your supply chain

Integrated procurement and logistics management is increasingly becoming a critical success factor for companies. Supply chain strategies are being used to develop logistics potential for success, i.e. generate more revenue, reduce costs and investments in stocks. Supply Chain Management (SCM) solutions are a strategic management responsibility that not only drive process optimization, but also have to ask and answer questions regarding own core competencies and those of sourcing partners.

Supply chain implementation often proves to be full of unique challenges for today's employees. The regular review of strategic guidelines in the ever faster revolving markets is essential to ensuring a functioning and stable supply chain. Trends and changes need to be identified and analyzed for their potential effects. Based on the results, the strategy must be adapted, either by a complete reorientation or optimization.

### The aim of the course:

Transmitting, training and consolidating all necessary skills and competences, the modern supply chain logistics provider and their possible partners in the value chain need in the domestic and international markets for their companies.

### Contents:

IPL provides an integrated and process-oriented continuing education and training program with this systematic qualification, using an innovative course to promote the development of SC employees to



Time / Day	MO	TU	WE	TH	FR
09.00 h	Start: 09.30 h				
-	Introduction	Distribution and SCM I	Inventory Management I	Value Stream Management I	Written Test (for certificate only)
11.00 h	Basics Business Mgmt.				
Coffee Break					
11.15 h	Basics Business Management II	Distribution and SCM II	Inventory Management II	Value Stream Management I	
-					
12.45 h					
Lunch Break					
13.45 h	Beer Game	Distribution and SCM III	Inventory Management III	Value Stream Management II	
-					
15.15 h					
Coffee Break					
15.30 h	Beer Game	Distribution and SCM IV	Inventory Management IV	Value Stream Management II	
-					
17.00 h					
19.00 h	Group Dinner				

Target group:

Dates and locations:

Managers and Junior managers in operative SCM

October 10<sup>th</sup> - 14<sup>th</sup>, 2022 in Munich area or Webinar

February 27<sup>th</sup> – March, 3<sup>rd</sup>, 2023 in Munich area or Webinar

October 09<sup>th</sup> - 13<sup>th</sup>, 2023 in Munich area or Webinar

Duration and price\*:

4+1 days, plus EUR 2,450.00 per participant plus accommodation

\*) All prices excl. VAT

## Certified Warehouse Manager (IPL) - Control warehouse processes reliably

Warehouses for raw materials to finished goods often contain the bulk of a company's capital. It should therefore be the highest good of every employee to deal responsibly with this capital. Unclear inventory levels, non-transparent processes, loss or damage have consequences that are reflected in the performance and thus in the balance sheet of a company.

This makes the warehouse the central key for the delivery capability of production and the company.

### The aim of the course

Aufbau aller notwendigen Fähigkeiten und Kompetenzen, die Verantwortliche in Lagerfunktionen benötigen. Es wird ein umfassender Überblick gewährt über alle relevante Disziplinen. Damit lernen die Teilnehmer die Konsequenzen von Entscheidungen abzuschätzen und erkennen Zusammenhänge. Die Teilnehmer erhalten zudem zahlreiche Anregungen, wie die Leistungsfähigkeit im Lager gesteigert werden kann.

### Contents

Build all the necessary skills and competencies that people in charge in warehouse functions need. It provides a comprehensive overview of all relevant disciplines. The participants learn to assess the consequences of decisions and recognize correlations.

The participants will also receive numerous suggestions on how to improve their performance in the warehouse.

Time / Day	MO	TU	WE	TH	FR
09.00 h - 11.00 h	Design of warehouses  Shelfing technology, conveyor technology	Lean Warehouse I  Basics of lean culture	Inventory Mgmt. I  - Valuation of stock - Definition of target stocks	Picking Systems I  Sub processes of picking	Case study Closing Discussions
Coffee Break					
11.15 h - 12.45 h	Design of warehouses  Identification technology	Lean Warehouse II  7 ways of waste in warehouses	Inventory Mgmt. II  - Optimum order quantity (calculation models), - Available stock	Picking Systems II  Process Optimization (route optimization, multi order batching)	Written Test (for certificate only)
Lunch Break					
13.45 h - 15.15 h	Design of warehouses  Identification technology, legal framework	Lean Warehouse III  Lean Processes in warehouses	Inventory Mgmt. III  - Inventory analyzes (ABC, XYZ), - Assignment of disposition procedures	Picking Systems III  Picking Technology	
Coffee Break					
15.30 h - 17.00 h	Design of warehouses  Case study	Lean Warehouse IV  Case study	Inventory Mgmt. IV  Execution of a disposition calculation	Picking Systems IV  Case Study	
19.00 h	Group Dinner				



Target group: Managers and Junior managers from warehouse area  
Dates and locations: October 10<sup>th</sup> - 14<sup>th</sup>, 2022 in Munich area or Webinar  
February 27<sup>th</sup> – March, 3<sup>rd</sup>, 2023 in Munich area or Webinar  
October 09<sup>th</sup> - 13<sup>th</sup>, 2023 in Munich area or Webinar  
Duration and price\*: 4+1 days, plus EUR 2,450.00 per participant plus accommodation

\*) All prices excl. VAT

## Certified Lean Manager (IPL) - Make business processes waste-free

Lean processes without waste are not desirable for production alone. A lean company is characterized by the fact that the processes are coordinated with each other and are in line with the corporate culture. To implement this philosophy, managers are needed who have the right tools and can use them.

This seminar will help you to establish a lean culture throughout the company. For this purpose, the methods known from lean production are adapted to the individual divisions and the employees are integrated in the introduction.

### The aim of the course:

Managers will be familiarized with the specific design of lean methods in all areas of a company. This is the basis for the introduction of a lean philosophy in the entire company.

### Contents:

Starting from the production, the necessary adjustments of Lean are presented in the individual departments and practiced in their application. An extended value stream method is used to build a parenthesis in order to achieve a company-wide optimum.

Time / Day	MO	TU	WE	TH	FR
09.00 h -	<b>Lean culture</b>	<b>Lean Warehouse I</b>	<b>Lean Administration I</b>	<b>Value Stream Management I</b>	<b>Case study</b>
11.00 h	History and approach; Interaction of methods and tools	Basics of lean culture	Lean in administration Transferability of approaches	Introduction to the method of value stream management (structure, symbols)	Closing Discussions
<b>Coffee Break</b>					
11.15 h -	<b>Lean company</b>	<b>Lean Warehouse II</b>	<b>Lean Administration II</b>	<b>Value Stream Management II</b>	<b>Written Test</b>
12.45 h	Appropriate methods; Order and timeline of an implementation	7 ways of waste in warehouses	Waste types in administration	Introduction to the method of value stream management (interpretation, application and evaluation)	(for certificate only)
<b>Lunch Break</b>					
13.45 h -	<b>Companywide implementation of lean</b>	<b>Lean Warehouse III</b>	<b>Lean Administration III</b>	<b>Value Stream Management III</b>	
15.15 h	Case study	Lean Processes in warehouses	Design of lean processes in administration	Application of the method in a business game	
<b>Coffee Break</b>					
15.30 h -	<b>Integration of employees</b>	<b>Lean Warehouse IV</b>	<b>Lean Administration IV</b>	<b>Value Stream Management I</b>	
17.00 h	To understand fears and aversions; Delegation in Lean; Defining goals correctly	Case study	Case Study; Measurement of process efficiency	Application of the method in a business game	
19.00 h	<b>Group Dinner</b>				



Target group: Managers and Junior managers from production and logistics  
 Dates and locations: October 10<sup>th</sup> - 14<sup>th</sup>, 2022 in Munich area or Webinar  
 February 27<sup>th</sup> – March, 3<sup>rd</sup>, 2023 in Munich area or Webinar  
 October 09<sup>th</sup> - 13<sup>th</sup>, 2023 in Munich area or Webinar  
 Duration and price\*: 4+1 days, plus EUR 2,450.00 per participant plus accommodation

# practice - methods – innovation

## - know-how and success for professionals -



### Certified Lean Expert (IPL) - Competent use of lean tools

Avoiding waste is a top priority in lean production. To reach the goals, there are a variety of methods and tools. But it is only through competent knowledge and application of these methods that companies create the conditions. Lean experts of a company must therefore be able to select the appropriate procedure in accordance with the situation. In the end, only those who succeed in winning over colleagues and employees for the change and who are enthusiastic about working on a lean project are successful.

In addition to the technical basics, lean experts also need in-depth knowledge of change management. However, these can not be separated from the Lean methods, but must be considered as an integral part.

#### The aim of the course:

In this course, project leaders will be given a detailed insight into selected lean methods of central importance. They are the backbone of building lean culture in companies and avoiding wastage. Based on this knowledge, further lean methods can be used successfully in the following.

#### Contents:

The course introduces different lean methods. The competent use of these methods forms the basis of lean production in the company. In addition to the pure technical knowledge, tips are conveyed to the successful application and thus to the motivation and integration of employees.

Time / Day	MO	TU	WE	TH	FR
09.00 h -	<b>Kaizen I</b>  - The benefit of continuous improvement - Forms of continuous improvement projects	<b>SMED I</b>  Introduction to the method	<b>Methods of production control in an overview</b>  Characteristics of push and pull proceedings	<b>Poka Yoke I</b>  Poka Yoke as part of Total Quality Management	<b>Case study</b> <b>Closing Discussions</b>
11.00 h	<b>Coffee Break</b>				
11.15 h -	<b>Kaizen II</b>  Structure and process of quality circles	<b>SMED II</b>  - The process steps in detail - Application Tips	<b>Push versus Pull</b>  - Requirements - Introduction to Kanban and Heijunka	<b>Poka Yoke II</b>  - Error types - The Poka Yoke system	<b>Written Test</b> <b>(for certificate only)</b>
12.45 h	<b>Lunch Break</b>				
13.45 h -	<b>Kaizen III</b>  - Select topics and employees - Prepare quality circle	<b>SMED III</b>  Practice procedure - what to care for	<b>Optimization for variety</b>  - Introduction to other Pull-methods	<b>Poka Yoke III</b>  Poka Yoke in the application: Procedure and form	
15.15 h	<b>Coffee Break</b>				
15.30 h -	<b>Kaizen IV</b>  - Case study - reconditioning quality circles	<b>SMED IV</b>  Case study	<b>Combining Push and Pull for increasing variety</b>  Introduction to advanced applications	<b>Poka Yoke IV</b>  Practical application of Poka Yoke	
17.00 h					
19.00 h	<b>Group Dinner</b>				



Target group: Managers and Junior managers from warehouse area  
 Dates and locations: October 24<sup>th</sup> - 28<sup>th</sup>, 2022 in Munich area or Webinar  
 March 06<sup>th</sup> - 10<sup>th</sup>, 2023 in Munich area or Webinar  
 October 23<sup>th</sup> - 27<sup>th</sup>, 2021 in Munich area or Webinar  
 Duration and price\*: 4+1 days, plus EUR 2,450.00 per participant plus accommodation

## Certified Quality Manager (IPL) - Quality knowledge compact

Quality management is more than checking compliance with customer specifications in production. Quality managers focus on the processes from product development to the customer as a holistic task. With quality planning and control, the foundation for solid product quality is laid long before a product leaves the company for the customer. This makes it clear what preventive character a sound quality management has today. Error elimination after they have emerged cannot be the goal. The seminar looks at quality from different perspectives. Between the approaches of TQM, Lean Production, quality standardization and further tools, a connection is established and thus a comprehensive understanding is built up. Quality managers are thus given a holistic orientation.

### The aim of the course:

The goal is to provide a comprehensive understanding of quality. The participants will learn how the different methods and tools interact and thus complement each other. The bridge is being built from adhoc applications to the introduction of lasting quality awareness in companies.

### Contents:

The course presents methods of continuous improvement, the establishment of a quality management system according to ISO 9001: 2015 as well as the tools FMEA and Poka Yoke. The application is trained on the basis of numerous case studies and extensive case studies. Difficulties in the practical implementation are discussed and problem-solving approaches recommended.

Time / Day	MO	TU	WE	TH	FR
09.00 h -	<b>Kaizen I</b>	<b>ISO 9001:2015</b>	<b>FMEA I</b>	<b>Poka Yoke I</b>	<b>Written Test (for certificate only)</b>
11.00 h	- The benefit of continuous improvement - Forms of continuous improvement projects	- Structure and content of ISO9001: 2015 - Relationship with other management systems (e.g., environment, occupational	- Need for risk management - Introduction to the FMEA	Poka Yoke as part of Total Quality Management	
<b>Coffee Break</b>					
11.15 h -	<b>Kaizen II</b>	<b>ISO 9001:2015 II</b>	<b>FMEA II</b>	<b>Poka Yoke II</b>	
12.45 h	Structure and process of quality circles	- PDCA cycle in the standard - context of the organization	Introduction to the FMEA; Procedure and forms	- Error types - The Poka Yoke system	
<b>Lunch Break</b>					
13.45 h -	<b>Kaizen III</b>	<b>ISO 9001:2015 III</b>	<b>FMEA III</b>	<b>Poka Yoke III</b>	
15.15 h	- Select topics and employees - Prepare quality circle	Risk and knowledge management	Application example for the FMEA	Poka Yoke in the application: Procedure and form	
<b>Coffee Break</b>					
15.30 h -	<b>Kaizen IV</b>	<b>ISO 9001:2015 IV</b>	<b>FMEA IV</b>	<b>Poka Yoke IV</b>	
17.00 h	- Case study - reconditioning quality circles	Application of the standard in a case study	- Discussion of possible applications - Application in standards	Practical application of Poka Yoke	
19.00 h	<b>Group Dinner</b>				



Target group:

Dates and locations:

Quality Managers

October 24<sup>th</sup> - 28<sup>th</sup>, 2022 in Munich area or Webinar

March 06<sup>th</sup> - 10<sup>th</sup>, 2023 in Munich area or Webinar

October 23<sup>th</sup> - 27<sup>th</sup>, 2021 in Munich area or Webinar

Duration and price\*:

4+1 days, plus EUR 2,450.00 per participant plus accommodation

# Intensive- Courses



### Intensive course – One in 3 seminars is an intensive course

The continuous training of all staff is in the interest of every employer. This is the only way ambitious goals can be achieved - for the company and for the employees. IPL can help you develop individual programs through its modular seminar program.

Through the combination of seminars, participants can gain an overall understanding of procurement, production, logistics and distribution. Or deepen methodical knowledge in quality and project management and innovative topics such as industry 4.0 and digitization.

#### **Our special offer:**

Depending on the target certificate, participants attend the listed seminars within 2 years and document their learning and knowledge with a written report. The order of the seminars is determined by the participants themselves. Within 2 years, the certificates will be credited to several intensive courses.

**Additional costs of EUR 200.00 are incurred for the examination of participants' reports.**



#### **Advantages**

For the participant:

- The participant gains comprehensive and in-depth knowledge. Upon successful completion, the IPL certificate is awarded.
- The participant also expands knowledge and ability regarding presentation.
- Seminars attended are valid for several intensive courses in a 2 year period.

For the company:

- The company closes methodological gaps and increases its success rate.
- Employees can be specifically promoted and permanently bound to the company.

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## Overview of intensive courses

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# Seminars

*Your desired seminar is not listed here? Please see page 40*

## Seminars

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## Procurement - Cost optimization rather than prize reduction

The subject of procurement is gaining greater importance in the industrial value-added processes. Therefore, professionals and executives are now expected to provide important contributions to the company's success due to the high profit potential in procurement.

Modern procurement ensures a smooth supply of materials in companies and their distribution to appropriate business units. The main tasks of procurement include the proper selection and supervision of suppliers, cost control and interface management both internally and externally. The aim of the course is to get to know and be able to implement modern procurement and purchasing management basics, in order to achieve targeted business-related procurement objectives such as quality assurance, delivery reliability and cost minimization.

### Contents (among others):

- ✓ standard strategies of procurement
- ✓ procurement concepts
- ✓ chess in purchasing
- ✓ cost and price analysis



Target group: Employees from purchasing, production and logistics  
Date and locations: December 14<sup>th</sup>, 2022 in München; May 11<sup>th</sup>, 2023 in Nürnberg;  
December 06<sup>th</sup>, 2023 in München  
Duration and price\*: 1 day, EUR 740.00 per participant

## Supplier Management – Keeping an eye on goods and value flow

The global integration of the flow of goods makes companies increasingly dependent on their suppliers. If the supply is at risk, this has a direct impact on their ability to delivery. Conducting a risk analysis creates transparency and provides the basis for the design of robust supplier networks and the establishment of preventive measures.

The seminar is aimed at those responsible in Purchasing and Supply Chain Management, who want to protect or improve the continuous supply of material in their companies. Participants will be taught a tried and tested approach and train application in case studies.

### Contents:

- ✓ clearly map supplier networks and global value streams
- ✓ causes for the interruption of the value streams
- ✓ tools for the analysis and evaluation of the risk potential
- ✓ optimization approaches to avoid risks in daily business
- ✓ information sources for practical application
- ✓ integration of risk management in the purchasing organization



Target group: Employees from production and logistics  
Date and locations: September 20<sup>th</sup>, 2022 in Kassel; February 07<sup>th</sup>, 2023 in München;  
September 19<sup>th</sup>, 2023 in Kassel;  
Duration and price\*: 1 day, EUR 590.00 per participant

\*) All prices excl. VAT

### Economical inventory management – Delivery capability with low inventories

Whenever the replacement times are too short and thus the flexibility in the company is insufficient, then stock has to ensure delivery capability. But which target position is correct? Many dispatchers rely on the requirements and recommendations of their ERP system without knowing how these arise. It's no surprise then that this residual insecurity gets compensated with other reserve stock. Is this profitable? Certainly not!

Attendees will learn how the current planning process works and to interpret the information correctly. In order to become valuable experts in every kind of commerce and production company.

#### Contents:

- ✓ the true cost of inventory
- ✓ material costs and procurement costs compared
- ✓ introduction to different methods for determining the target portfolio
- ✓ discussion of application requirements
- ✓ comparing different disposition strategies
- ✓ decisions under uncertainty



Target group: Employees and persons in charge for inventory in companies  
Date and locations: October 10<sup>th</sup>, 2022 in München; February, 27<sup>th</sup>, 2023 in München;  
October 09<sup>th</sup>, 2023 in München  
Duration and price\*: 1 day, EUR 590,00 per participant

### Warehouse Management – Modern picking systems

In recent years, new technologies in picking have turned into real competition for established systems such as picking and hand-held scanners. In addition to systems such as pick-by-voice and pick-by-light and entirely new approaches such as picking with data glasses, industrial tablets or even smartphones are now being pursued. Moreover, the optimized grouping of orders and route optimization also create considerable savings. This seminar provides an overview of the strengths and weaknesses of each technology, possible applications and the optimum networking of technologies and applications. After this lecture, you will be able to determine the optimal order picking technology for your application. You will be able to recognize potential improvements in picking and know how to make better use of them. Advantages and disadvantages and application areas of the technology are considered.

#### Contents:

- ✓ Visually guided picking and picking with data glasses
- ✓ Multi-order picking / order batching
- ✓ route optimization
- ✓ picking lists, hand scanners, pick-by-voice, pick-by-light



Target group: Employees from production and logistics  
Date and locations: October 13<sup>th</sup>, 2022 in München; March 02<sup>nd</sup>, 2023 in München  
October 12<sup>th</sup>, 2023 in München  
Duration and price\*: 1 day, EUR 590.00 per participant

\*) All prices excl. VAT

### Lean Warehouse – the warehouse with lean management methods



Route and search times take the greatest time of play in the management of manual and semi-automated warehouses. In individual cases, there are up to 80% or even more. This need not to be! By applying intelligent method, the time of play can dramatically shorten while reducing the error rate. In this seminar you will learn which levers are critical and allow how to avoid the most common errors in storage, warehouse management and picking

**Contents:**

- ✓ Lean Production in the warehouse - what can be applied in the warehouse?
- ✓ Identify and eliminate waste
- ✓ Reducing transit times through the right putaway strategy
- ✓ Lean examples for processes in the warehouse
- ✓ Implementing Lean in the warehouse
- ✓ Case study

The contents are based clarified by case studies and group work in this interactive seminar. Participants can try innovative devices themselves and get an insight into the current trends of software and hardware development locations.

Target group:	Employees and decision-makers in the warehouse
Dates and locations:	October 11 <sup>th</sup> , 2022 in München; February 28 <sup>th</sup> , 2023 in München October 10 <sup>th</sup> , 2023 in München
Duration and price*:	1 day, EUR 590.00 per participant

### Planning and Operating Warehouses – Efficiency through Shape

The efficiency of warehouses is essentially determined by their design. For this reason it is necessary to know the warehouse processes already in the planning phase. The arrangement of shelves, the choice of shelf types and conveyor technology as well as the determination of suitable order-picking technology must be closely coordinated. Legal requirements have to be taken into consideration. This seminar introduces you into planning process for warehouses. The main trades are presented. Based on benchmarks for investment planning, the participants get enabled to classify the profitability of a warehouse planning.

**Contents (among others):**

- ✓ Trades of new warehouses
- ✓ Design of essential warehouse processes
- ✓ Insight into legal framework conditions
- ✓ Guidelines for investment
- ✓ Influence of new (digital) developments
- ✓ Case studies



Target group:	Employees from production and logistics
Dates and locations:	October 12 <sup>th</sup> , 2022 in München; March 01 <sup>st</sup> , 2023 in München; October 11 <sup>th</sup> , 2023 in München
Duration and price*:	1 day, EUR 590.00 per participant

\*) All prices excl. VAT



## Contract Logistics – Fundamentals and trends

In logistics, there is a wide range of services that can be outsourced, from the pure transport services up to the holistic contract logistics. Contract logistics means the long-term, labor and cooperation between shippers and logistics service providers with several logistical functions with increasing complexity being bundled into service packages. But what services can and should be included in such a package?

This seminar shows where the potential of outsourcing is and what needs to be considered in a successful outsourcing project.

### Contents:

- ✓ terms and principles of contract logistics
- ✓ opportunities and risks
- ✓ outsourcing logistics functions
- ✓ the tendering process
- ✓ selecting the right logistics partner



Target group: Employees from production and logistics  
Dates and locations: October 20<sup>st</sup>, 2022 in Nürnberg; March 22<sup>nd</sup>, 2023 in München;  
October 18<sup>th</sup>, 2023 in Kassel  
Duration and price\*: 1 day, EUR 590.00 per participant

## Innovative SCM-Strategies – Designing successful networks

In globalized competition not only do companies compete for more market shares, but the supply chains are competing for customers. For configuration and control of these supplies, a deep understanding of modern supply chain management is necessary. The design areas, tasks and functions to develop and implement the correct SC strategy are the keys to achieving business success.

Participants are able to reflect their own supply chain strategies and methods to change strategies will be conveyed.

### Contents:

- ✓ different business functions of the SCM
- ✓ supply chain strategy
- ✓ supply chain design
- ✓ design dynamic Supply Chain
- ✓ design and segmentation of supply
- ✓ the bullwhip effect and the cause of
- ✓ Supply Chain Operations Reference model (SCOR model)



Target group: Employees from supply chain management, manufacturing and logistics  
Dates and locations: October 21<sup>st</sup>, 2022 in Nürnberg; March 23<sup>rd</sup>, 2023 in München;  
October 19<sup>th</sup>, 2023 in Nürnberg  
Duration and price\*: 1 day, EUR 740.00 per participant

\*) All prices excl. VAT

### Logistics in climate change – Design robust supply chains

Climate change will not wait for the securitization of supply chains. But what impact does climate change have on the supply chain? The design parameters have to be identified and purposefully adjusted. Only a robust supply chain with a correspondingly high degree of flexibility can survive the changing climate.

Participants learn how to recognize their own company's vulnerability. Ways to deal with and maneuver around the risks in climate change and measures to strengthen a robust supply chain are transmitted.

**Contents:**

- ✓ challenges of climate change
- ✓ basics in network and supply chain management
- ✓ vulnerability in value networks
- ✓ management methods of a robust and flexible supply chain



Target group: Employees from production and logistics  
Dates and locations: October 27<sup>th</sup>, 2022 in Nürnberg; March 29<sup>th</sup>, 2023 in München;  
October 26<sup>th</sup>, 2023 in Nürnberg  
Duration and price\*: 1 day, EUR 590,00 per participant

### Risk Management for Logistics – Identifying risks, avert damage

You will learn how to successfully recognize, avert and minimize risks and damage in logistics and SCM, which means ensuring the supply chain according to production and customer requirements in a mostly international, highly volatile and not fully transparent environment.

This seminar will present methods and tools that are suitable for identifying and evaluating risks in the supply.

**Contents:**

- ✓ risk classification
- ✓ methods for risk assessment
- ✓ controlling
- ✓ risk prevention
- ✓ implementation in the company
- ✓ case examples - guidelines - discussion



Target group: Employees from purchasing, procurement, production and logistics  
Dates and locations: October 28<sup>th</sup>, 2022 in München; March 30<sup>th</sup>, 2023 in München;  
October 27<sup>th</sup>, 2023 in Nürnberg  
Duration and price\*: 1 day, EUR 590.00 per participant

\*) All prices excl. VAT

### Analyze Value Streams – Reduce lead times, keep delivery dates

Lean production and yet still able to comply with the required delivery dates. A wishful thinking only? Using the value stream method process, barriers can be identified and systematically eliminated. Here the focus is not only on improvements, but specifically the holistic efficiency-enhancement of the value chain.

Participants will learn how to act on and flexibly work for the operating result from shortened lead times. Using the value stream method, you can learn how complexity can be defused and the interfaces better managed within the enterprise

**Contents:**

- ✓ requirements for the company
- ✓ bases the value stream method
- ✓ value currents measured with the VSM
- ✓ target state for a lean and efficient production
- ✓ systematic implementation and deployment within the company
- ✓ impact of efficient value stream on operating income



Target group: Employees from production and logistics  
Dates and locations: October 13<sup>th</sup>, 2022 in München; March 02<sup>nd</sup>, 2023 in München;  
October 12<sup>th</sup>, 2023 in München  
Duration and price\*: 1 day, EUR 590,00 per participant

### Processes in the Supply Chain – The business simulation game



The business simulation is modular and can therefore be realistically adapted to any supply chain. It can simulate all effects affecting a supply chain in reality (e.g. product changeovers, machine failures, committee, reduced quality, fluctuating lead times). As process member (in their role in the simulation), participants can experience how right measures positively impact the workload in their daily business. Using the realistic simulation, the effects in terms of financial and logistical indicators of a real company can be successfully predicted.

**The Business Simulation includes:**

- ✓ examining what is behind the idea of supply chain management
- ✓ as concrete actions that affect the performance of the entire company context,
- ✓ which can be immediately implemented in the supply chain and improve the company's results
- ✓ clearly demonstrating how such an improvement in the supply chain within the company can be achieved

Target group: Employees and management from production and logistics  
Dates and locations: December 20<sup>th</sup>, 2022 in München; February, 14<sup>th</sup>, 2023 in München;  
October 17<sup>th</sup>, 2023 in München  
Duration and price\*: 1 day, EUR 590,00 per participant

\*) All prices excl. VAT

### Distribution Logistics – Regionally and globally optimized

Service orientation, continuity, partnership and maximum customer benefit at minimum prices are not only trends in distribution logistics, but design principles of successful distribution systems. Therefore, for the specialist in the field of distribution logistics their tasks are becoming increasingly interesting and demanding. In particular, the technical possibilities have grown enormously. Therefore, it is even more important to optimize product and data flows and make efficient use of these analogous to the current technology.

Increased customer and competitor orientation also provide process-oriented requirements for the design of logistics processes, as in particular the individualization of customers' desires also need to be reflected in the configuration of the logistical processes.

**Contents (among others):**

- ✓ customer requirements
- ✓ distribution concepts
- ✓ single and multistage distribution
- ✓ sales channels and logistics concepts
- ✓ outsourcing and LDL



Target group: Employees from production and logistics  
Dates and locations: October 11<sup>th</sup>, 2022 in München; February 28<sup>th</sup>, 2023 in München;  
October 10<sup>th</sup>, 2023 in München  
Duration and price\*: 1 day, EUR 590.00 per participant

### Changing Retail Logistics – Challenges and future prospects

Individualized customer requirements, shorter planning periods, highly fluctuating demand behavior, global procurement, sustainability and altered demographics are just a few examples of the challenges facing today's trade logistics structures stakeholders and actors.

Being ready and able to counter and engage the complex, dynamic logistics today and tomorrow means planning logistic requirements within these networks, while creating efficient delivery structures so as to be able to permanently exploit the potential of the process optimization.

**Contents:**

- ✓ basics of retail logistics
- ✓ challenges in retail logistics
- ✓ efficient consumer response (ECR)
- ✓ metrics and performance measurement systems



Target group: Employees from commerce and retailers  
Dates and locations: September, 27<sup>th</sup>, 2022 in Kassel; March 07<sup>th</sup>, 2023 in München;  
October 24<sup>th</sup>, 2023 in Kassel  
Duration and price\*: 1 day, EUR 740,00 per participant

\*) All prices excl. VAT

## Lean Administration - Production is buzzing and still it does not really go around?

A company does not just consist of an optimized production. Lean Production needs a congenial player: Lean Administration.

With our seminar "Lean Administration" you look deeply into the processes of administration and get the most out of your company. Together with you, we look at the waste in internal processes and provide you with strong tools and methods for your disposal.

### Contents:

- ✓ Avoid wastage (duplication, search times, queries, waiting times, etc.)
- ✓ Create process transparency & introduce standards
- ✓ Adapt resources to the needs
- ✓ How to involve an integrated corporate culture (Hoshin Kanri)
- ✓ Key figures for evaluation and development



Target group: Employees from administration departments  
Dates and locations: October 12<sup>th</sup>, 2022 in München; March 01<sup>st</sup>, 2023 in München;  
October 22<sup>nd</sup>, 2023 in München  
Duration and price\*: 1 day, EUR 590,00 per participant

## Lean Production – Understanding change

These originally Asian methods and tools have been known by the Western world since the early 90s, and as “lean production,” they have changed and shaped the production systems of many companies. But to achieve sustained success, it is not enough to know and implement a few methods. Only when deployed in the overall context can Lean Production be truly fully effective.

Using numerous practical examples and cases, Lean Production concepts and practices are worked through together in groups. Participants also learn which obstacles prevent lean production from being successfully employed in the enterprise.

### Contents:

- ✓ Comprehend the other approach: History of Lean Production
- ✓ Presentation of the main methods and tools
- ✓ deepening of selected methods and tools at the example
- ✓ Introduction Philosophy
- ✓ The Staff - the central element



Target group: Employees from production  
Dates and locations: October 10<sup>th</sup>, 2022 in München; February 27<sup>th</sup>, 2023 in München  
October 09<sup>th</sup>, 2023 in München  
Duration and price\*: 1 day, EUR 590,00 per participant

\*) All prices excl. VAT

### Lean Production – through optimized production control

The differences in current production control procedures no longer consist of just push or pull. Today, various methods are available to choose from. Why is that? Each control method is characterized by advantages and disadvantages. Thus it becomes quickly clear that only if the conditions for the application are met can production processes be securely implemented and controlled. Our mutual goal: meeting the customer's requested scheduling needs as easily and efficiently as possible for the company.

Participants methodically and experientially learn in case studies how these procedures work and evaluate which approach is the most promising for their own production system. They discuss the impact of optimized production control on work organization throughout the company.

**Contents:**

- ✓ introduction of the push and pull systems
- ✓ presentation of the main control methods
- ✓ discussion of individual application requirements
- ✓ new developments for lean control with many variants



Target group: Employees and management from production and production control  
Dates and locations: October 25<sup>th</sup>, 2022 in München; March 07<sup>th</sup>, 2023 in München;  
October 24<sup>th</sup>, 2023 in München  
Duration and price\*: 1 day, EUR 590,00 per participant

### Production Control under Industry 4.0 – Decentralized with a common goal

The introduction of Industry 4.0 is characterized by decentralized processes - often even supported by the Internet of Things, where orders themselves seek their way through production. The aim is to shift the decisions to the place of the event. The planning accuracy increases and the resulting deviations from the plan decrease significantly. The customer benefits from increased delivery reliability. At the same time the company reduces its planning effort. It results in a real win-win situation. The seminar describes which prerequisites have to be met and how they can be achieved in an existing production. Building on this, different control methods are shown and their advantages and disadvantages discussed.

**Contents:**

- ✓ Processes and structures of production under Industry 4.0
- ✓ Required conditions for a decentralized production control
- ✓ Presentation of different approaches
- ✓ Determination of the respective advantages and disadvantages
- ✓ Discussion based on case studies



Target group: Employees and management from production and production control  
Dates and locations: October 18<sup>th</sup>, 2022 in Göttingen; June, 28<sup>th</sup>, 2023 in München;  
December 13<sup>th</sup>, 2023 in Nürnberg  
Duration and price\*: 1 day, EUR 590,00 per participant

\*) All prices excl. VAT

## Lean Production – Development and implementation of production systems

A production system (leaning against the Toyota production system) is aligned with the thought to avoid waste, while having production process at high quality and reliability. High productivity stands clearly in the foreground. For achieving these goals two principles have to be implemented:

**Principle 1:** continuously flowing and synchronized processes to enable a KANBAN-Control

**Principle 2:** high product and production quality by applying appropriate quality processes (such as Poka Yoke and visualization)

These principles in a production system methodically are supported by tools that work interlocking. It is irrelevant whether it is serial or individual production. As a result, synchronized quality processes in the JIT are achieved.

### Contents:

- ✓ Understanding of the system and the need to deal with the modern production systems.
- ✓ Preventive maintenance TPM
- ✓ POKA YOKE
- ✓ shopfloor management / visualization

Target group: Team -, project -, site -, , production and quality management  
Dates and locations: September 26<sup>th</sup>, 2022 in München; April 06<sup>th</sup>, 2023 in München;  
September 22<sup>nd</sup>, 2023 in Nürnberg  
Duration and price\*: 1 day, EUR 590.00 per participant

**PRACTICE**

## Single Minute Exchange of Die (SMED) – Lean set-up times in production

The optimum batch size is determined by the set-up costs and inventory costs. Reaching for low inventory, it always comes back to this tension. The effort to keep the downtime of machinery and equipment to a minimum, are long throughput times meet with relevant stocks.

SMED, an approach which is based on the Toyota Production System, reduces makeready times to a minimum. This makes it possible to reduce the batch sizes, reduce stocks and to make the manufacturing process more flexible. After the seminar the participants know the necessity and benefits of drastically reduced setup times. You can then moderate SMED-analyzes and SMED-workshops in your own company. Identify waste, visualize and initiate measures to reduce it.

### Contents:

- ✓ Fundamentals, philosophy, benefits
- ✓ The road to shorter set-up times
- ✓ practical examples, hints and experiences
- ✓ implementation strategies

Target group: Employees and project management from production  
Dates and locations: October 26<sup>th</sup>, 2022 in München; March 08<sup>th</sup>, 2023 in München;  
October 25<sup>th</sup>, 2023 in München  
Duration and price\*: 1 day, EUR 590,00 per participant

**METHOD**

\*) All prices excl. VAT



## Performance Measurement in Production – Visualizing success and problems

The objective right targets and measuring performance are closely related. And only when the target values are accepted by all parties, the appropriate methods and the evaluation of target achievement for the daily operations can be reconciled. Behavior and mindset of all parties lasting steered by the target system.

But the not-achievement of target levels is an important finding too. Through analyzes potential for future performance improvement can be seen. But only with the right corporate culture deficits are not covered up, but seen as an opportunity to improve.

### Contents:

- ✓ What role play benchmarks
- ✓ Reconciliation of benchmarks on your own company or the production line
- ✓ The relationship between goals and metrics
- ✓ The conduct of parties targeted control
- ✓ indicators and their impact
- ✓ corporate culture and their message to all stakeholders in the company
- ✓ recognize problems and causes - the way to become better



Target group: Employees from production and logistics  
Dates and locations: November 17<sup>th</sup>, 2022 in München; March 17<sup>th</sup>, 2023 in München;  
September 15<sup>th</sup>, 2023 in Kassel  
Duration and price\*: 1 day, EUR 740,00 per participant

## 3D- Printing – Revolution in production and logistics



Since its inception, the 3D printing has developed. There are already first industrial applications. The end of this development is far from being reached. Forecasts say the technology a further rapid progress and a widespread advance. The result - the impact result in a change of the operational and organizational structure in companies and to break the existing logistics services.

The seminar will help you now to make the right decisions for the future

### Contents:

- ✓ View of current applications and the performance of commercially available 3D printers
- ✓ perspective on likely developments in the future given
- ✓ Economic areas
- ✓ foreseeable consequences for production and logistics
- ✓ New business models and a complete rethinking of existing production and logistics processes

Target group: Employees from production and logistics  
Dates and locations: November 16<sup>th</sup>, 2022 in München; July 07<sup>th</sup>, 2023 in München;  
December 20<sup>th</sup>, 2023 in Nürnberg  
Duration and price\*: 1 day, EUR 740,00 per participant

\*) All prices excl. VAT



### Quick Response Manufacturing (QRM) – Slimming for single order manufacturing

More often encounter the methods and tools of lean production to its limits. The reason: The customer is to meet its specific needs. Mass production and standardization can thus be implemented more rare.

One solution is the approach of the Quick Response Manufacturing. Essential elements of Lean Production will be adopted and supplemented with new. The result is a new method kit that helps variants dominate slim.

The participants will be introduced step by step in the new production system. Based on previously implemented practical projects, the trainer will demonstrate the functioning and implementation of QRM.

#### Contents:

- ✓ Content and effect of the Quick Response Manufacturing
- ✓ impact on the business organization
- ✓ Production Control with POLCA
- ✓ New objectives and performance measurement systems the company needs

**Attention! This approach revolutionized your enterprise!**



Target group: Top-Management and management from production and logistics  
Dates and locations: November 17<sup>th</sup>, 2022 in München; June 29<sup>th</sup>, 2023 in München;  
December 14<sup>th</sup>, 2023 in München  
Duration and price\*: 1 day, EUR 590,00 per participant

### Quick Response Manufacturing (QRM) – Workshop: planning and implementation



This seminar is focused on the realization of the methods of QRM. Typical problems are discussed and assistance in introducing mediated. The methods of QRM must be known to the participants. For this reason, **the participation in the above seminar "Quick Response Manufacturing (QRM) – Slimming for single order manufacturing" represents a requirement.**

Participants will be placed into a representative Lean company and have to prove themselves in the conversion of the company.

#### Contents:

- ✓ Case study - the way Quick response manufacturing can be successfully implemented in a business
- ✓ importance of corporate culture
- ✓ indicators of mass production as compared to indicators of a flexible single-order production
- ✓ adaptation of the organization and processes across the enterprise

Target group: Top-Management and management from production and logistics  
Dates and locations: November 18<sup>th</sup>, 2022 in München; June 30<sup>th</sup>, 2023 in München;  
December 15<sup>th</sup>, 2023 in München  
Duration and price\*: 1 day, EUR 1.200,00 per participant

\*) All prices excl. VAT

### Value Engineering – Easy and simple reduction of production costs

Producing cost-effective products efficiently is the goal of every company. But how do you manage that? The answer to this question is provided by this seminar. Merging the two disciplines "Lean Management" and "Value Analysis" makes you benefit from a new Value Engineering approach with strong synergy effects.

The two speakers will represent the two disciplines mentioned above. Practical examples will introduce you to the methods of lean management in combination with the methods of value analysis. You will also get an overview of innovative software tools in this environment. The money is in your products! Use this to your advantage.

#### **Content:**

- ✓ Recognition of individually meaningful methods in the everyday operating environment
- ✓ Innovative savings potential through software-based tools "State of the Art"
- ✓ Benefits from value engineering and lean management
- ✓ Holistic view along the product development process
- ✓ Update and extend your method knowledge
- ✓ Illustration based on practical examples and case studies



Target group: Employees from development, production and procurement  
Dates and locations: September 29<sup>th</sup>/30<sup>th</sup> 2022 in Kassel; July 20<sup>th</sup>/21<sup>st</sup> 2023 in Nürnberg  
Duration and price\*: 2 days, EUR 1.180,00 per participant

### Internet of Things – What this means for production and logistics

For years, the terms industrial 4.0, the Internet of Things and digitization can be found everywhere in the technical press. But how practical is the impact on business today and in the near future? What do they mean for competitiveness?

The participants will receive in this conference an overview of the actual contents of Industry 4.0 and digitization. There are innovative approaches presented, which are already available and keep the business processes under permanent change.

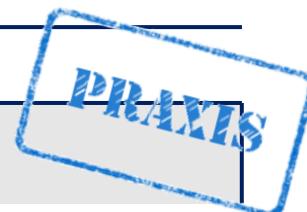
#### **Contents:**

- ✓ Disambiguation of Industry 4.0 and digitization
- ✓ Cyber Physical Systems (CPS): phantom or real world?
- ✓ learning what is really new
- ✓ impact on competitiveness
- ✓ the corporate organization of the future (in structure and sequence)
- ✓ role of information technology
- ✓ impact on the inter-company cooperation



Target group: Management from production and logistics  
Dates and locations: October 21<sup>st</sup>, 2022 in Göttingen; June 29<sup>th</sup>, 2023 in München;  
December 14<sup>th</sup>, 2023 in München  
Duration and price\*: 1 day, EUR 590,00 per participant

\*) All prices excl. VAT



### Practical application of ISO 9001:2015 – No excessive formalism, but getting better

Since September 2015, the new version of ISO9001 applies. It offers companies a great deal of freedom to apply the standard in a meaningful way and thus to build a management system with impact. Real improvement is the reward - and not just in the narrower sense of quality. The standard PDCA cycle contained in the standard provides an excellent basis for those responsible.

What does this mean for your company? The approach is important.

Not documentation and bureaucracy are the core of the procedure, but an applied process orientation. The effect is reinforced by the sensible use of risk considerations and knowledge management measures. The seminar will assist you in applying ISO9001 - whether in preparation for an upcoming certification or simply to get better

**Contents:**

- ✓ Content and approach of ISO 9001
- ✓ To live PDCA means to proceed systematically
- ✓ The pragmatic way to quality management system (including milestone plan)
- ✓ Use risk and knowledge management in a meaningful way
- ✓ Testimonials from ISO9001: 2015 certifications and implementation tips

Target group : Employees and management from Quality and Environment Management  
Dates and locations: October 26<sup>th</sup>, 2022 in München; March 08<sup>th</sup>, 2023 in München;  
October 25<sup>th</sup>, 2023 in München  
Duration and price\*: 1 day, EUR 590,00 per participant

### Poka Yoke – Avoid mistakes before they occur

Lean Production is based on standardization and avoidance of any kind of waste. Waste always occurs when mistakes are made and rework is effected. To avoid simple mistakes the Lean Philosophy applies Poka Yoke.

Poka Yoka summarizes a wide collection of principles, which do not allow mistakes to happen. Product design and construction are taken into account as well as production and all departments along value adding. Based on a great number of examples the operating mode of Poka Yoke is displayed in this seminar and transferred to the application in a daily business process.

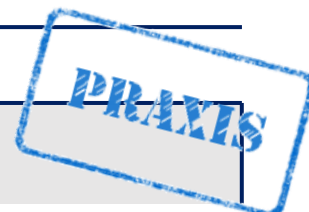
**Contents:**

- ✓ The Poka Yoke philosophy
- ✓ Poka Yoke as a module of Total Quality Management
- ✓ The Poka Yoke system
- ✓ Product and process Poka Yoke
- ✓ Implementation in companies



Target group : Employees and management from Quality and Environment Management  
Dates and locations: October 27<sup>th</sup>, 2022 in München; March 09<sup>th</sup>, 2023 in München;  
October 26<sup>th</sup>, 2023 in München  
Duration and price\*: 1 day, EUR 590,00 per participant

\*) All prices excl. VAT



## Failure Mode and Effect Analysis (FMEA) – A systematic way of risk assessment

Problems which pop up unexpected are the main cause for turbulences in business. As a consequence orders cannot to be finished in time or only with high costs. Hence risk management proposes to avoid risks by applying preventive measures. FMEA is a wide spread methodology for analyzing and evaluating products and processes with regard to their failure proneness.

This seminar introduces the FMEA proceeding and tools. Based on examples application is getting demonstrated and trained. Results identify failure causes and measure to be taken. A suitable project management has to be installed.

### Contents:

- ✓ Proceeding in a system -, construction- and process FMEA
- ✓ Tools to conduct a FMEA
- ✓ Implementation in business processes
- ✓ Reference to ISO 9001:2015
- ✓ Examples from daily work
- ✓ Experiences

Target group : Employees and management from Quality and Environment Management  
Dates and locations: October 25<sup>th</sup>, 2022 in München; March 07<sup>th</sup>, 2023 in München;  
October 24<sup>th</sup>, 2023 in München  
Duration and price\*: 1 day, EUR 590,00 per participant

## Kaizen – Installing quality circles and operate successfully

Continuous improvement should be a firm institution in business today. Yet many companies find it difficult to translate thinking into action because it requires initiative and decision-making freedom for employees. Things that are often difficult for both employees and supervisors. Lean Production dissolves the classical division of labor between planning and executive work and also transfers planning, controlling and controlling tasks to the workshop. The experience and competences acquired by the workers in day-to-day business are used to improve and safeguard the manufacturing processes. Quality circles thus open up improvements in the current series.

### Contents:

- ✓ Worker participation as an integral part of Lean Production
- ✓ Motivation for change and improvement
- ✓ Process improvements through suggestions for improvement - KAIZEN - Qualitätszirkel
- ✓ Methods for process assurance through quality circles: FMEA, Ishikawa, Taguchii, Poka Yoke
- ✓ Planning and realization in the PDCA cycle
- ✓ case studies

Target group: Employees and managers from quality departments  
Dates and locations: October 24<sup>th</sup>, 2022 in München; March 06<sup>th</sup>, 2023 in München;  
October 23<sup>th</sup>, 2023 in München  
Duration and price\*: 1 day, EUR 590,00 per participant



\*) All prices excl. VAT

## Business Management Basics In Production And Logistics – For non-merchants

Basic knowledge of business administration becomes more and more important for professionals with non-economic education. These need to become familiar with commercial problems of the company to make business decisions appropriately and competent. The aim of this training is to impart knowledge about methods and instruments of controlling in production and logistics and to demonstrate how these are to be applied.

### Contents (among others):

- ✓ Basics of Controlling
- ✓ Controlling as an essential part of the management system
- ✓ Implementing Controlling in operative processes
- ✓ Methods and instruments of Controlling in production and logistics
- ✓ Operative Controlling through Key Performance Indicators and measuring systems
- ✓ Balanced Scorecard – a tool for developing and implementing strategies
- ✓ Controlling dashboard for action monitoring



Target group: Non-merchants  
Dates and locations: October 12<sup>th</sup>, 2022 in München; March 01<sup>st</sup>, 2023 in München;  
October 11<sup>th</sup>, 2023 in München  
Duration and price\*: 1 day, EUR 590,00 per participant

## Introduction into the strategic decision making process – Helpful tools for optimizing decisions

The increasing demands on employees' ability to make decisions in national as well as international companies present new challenges to executives and entail not insignificant risks for the management due to suboptimal strategic decisions.

The seminar "Introduction to Strategic Decision Making" will address the growing importance of having a deep understanding in strategic decision-making. The tools of decision-making imparted in the module are central and indispensable components of a professional competence in the performance of leadership tasks.

In particular, it should be shown how these tools can be used for a better decision-making.

### Contents:

- ✓ The strategic decision-making process
- ✓ The seven most important basic tools
- ✓ Further analysis methods briefly presented
- ✓ Numerous examples for exercising



Target group: Employees from all departments  
Dates and locations: October 18<sup>th</sup>, 2022 in Frankfurt a.M.; March 21<sup>st</sup>, 2023 in München  
November 14<sup>th</sup>, 2023 in Kassel  
Duration and price\*: 1 day, EUR 590,00 per participant

\*) All prices excl. VAT

## Agile Project Management in Production and Logistics – change with a firm grip

Customer wishes and technology are subject to constant change. No wonder that projects in production and logistics have to cope with changes during their lifetime. These concerns objectives, content and terms. But how can projects be successfully completed despite of existing uncertainty? One option is agile project management. Successfully used in software development for years, it also offers potential for production and logistics. The essential tools and methods are presented and transferred to the application in production and logistics. Case studies are used to demonstrate and practice their use.

### Contents (among others):

- ✓ Comparison of classic and agile project management
- ✓ Limitation of suitable applications
- ✓ Introduction to Scrum and Kanban
- ✓ Cases studies



Target group: Project managers from production and logistics  
Dates and locations: December 15<sup>th</sup>, 2022 in München; April 21<sup>st</sup>, 2023 in München;  
October 20<sup>th</sup>, 2023 in Göttingen  
Duration and price\*: 1 day, EUR 590,00 per participant

## Basics of Controlling – Production and logistics

Controlling has become a comprehensive concept of corporate management. The aim of the event is the practical teaching of methods and instruments of controlling in production and logistics as well as the demonstration of the possibilities for their efficient use.

### Contents:

- ✓ Basics for Controlling
- ✓ Controlling as part of the management system
- ✓ Integration of controlling into operational processes
- ✓ Methods and instruments for production and logistics controlling
- ✓ Operational controlling with key figures and measuring systems
- ✓ Balanced Scorecard as a tool for developing and implementing strategies
- ✓ Controlling dashboard for action monitoring



Target group: Employees from production and logistics  
Dates and locations: October 04<sup>th</sup>, 2022 in München; March 14<sup>th</sup>, 2023 in München;  
November 07<sup>th</sup>, 2023 in Kassel  
Duration and price\*: 1 day, EUR 590,00 per participant

\*) All prices excl. VAT

# In-house Offers

## Inhouse-Offers

### **Successful implementation of your requirements guaranteed!**

This is not just a slogan but our mission: when you opt for an in-house seminar or in-house workshop with the IPL, you not only decide exactly which and how many people will participate, but also determine the location, topic, time, date and duration.

Your needs coupled with our experience create the content and course of the workshop. The main focus remains transmitting timely, practical, relevant and applicable concepts and processes that deliver immediate, measurable results. Quick wins:

- Participants specifically gain the necessary knowledge to launch the next stage
- All the concepts and practical examples come from your company. Thus: no time wasted looking for how these fit, but quick and complete identification
- Interdepartmental tasks can be synergistically analyzed, discussed and resolved
- A strategically coordinated and carefully scheduled action plan directs tactical implementation after completion of the workshop
- Methodologically sound, compact, on point

Exemplary topics include (among others):

- Implementation of Industry 4.0 / Internet of Things in your company
- Reduction of lead times in processes
- Proper steering and control of production lines and increasing delivery reliability
- Correct determination of target stocks
- Determining a performance measurement system and benchmarking
- Determining and reducing variant costs and reduction of set-up times
- Introduction of production systems

If your topic is missing, give us a quick call to find out how to organize a bespoke event along those lines. Our crew of specialists with expertise in a wide range of areas in production management and logistics can put together any program you need to succeed. Our practical management experience, intercultural knowhow and cutting edge technological insights gained over several decades to help you move forward and address almost any problem you might be facing, in German or English. Let us help you to

**achieve your goals!!**



In-house-Courses and Workshops

New

### Seminars not only held in conference rooms but at the scene of the events!

In theory, everything is simple. But in real life it becomes apparent whether what has been learned can be genuinely applied. That's why we bring our seminars directly to the scene of the action - i.e. to your production, your warehouse or your process - wherever the problem lies.

Proceeding:

- 1) You register your company in our company pool and tell us which seminars you would like to conduct. Company-specific requirements are welcome!
- 2) We look for suitable partner companies for the seminar and coordinate the date, content and number of participants.
- 3) The seminar can be held on your premises or at partner companies as you wish. All that is required is a conference room and the location of the event.
- 4) You share the seminar costs proportionally with the partner company or companies. In this way, you also reduce your training costs in the long term.
- 5) The seminar does not have to end at the end - perhaps this is the beginning of a lasting partnership with the seminar partner and a constant exchange of knowledge.

We will be happy to provide you with more information on a non-binding request.



## Inhouse-Offers

### **Make IPL the Think-Tank of your company**

#### **The IPL-Flatrate:**

You are wanting a partner who is able to provide the desired knowledge – permanent and always in state of the art? IPL offers the flatrate for knowledge. Your benefit: Get focused on your targets and we deliver all required knowledge and competences to achieve these targets.

#### **There are two programs of IPL-Flatrate**

##### **Volume-Flatrate:**

You only fix the total annual volume of seminar days. Later you decide what topic, date and participant – always in line with your current demand.

##### **Personal-Flatrate:**

Tell us, which employees are to join the program and get all seminars free – without limitation.

You want IPL-Flatrate inhouse? No problem. We set up your specific inhouse program.

**IPL-Flatrate – a program for continuous partnership.  
Efficiency and cost reduction make it unique!**

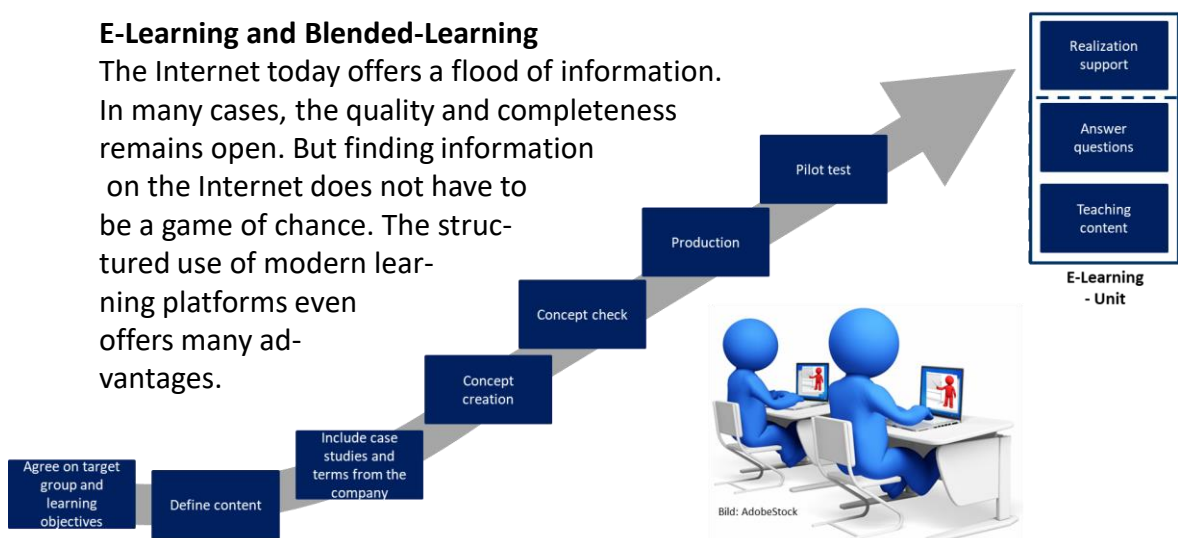
# E-Learning and Blended-Learning

## E-Learning and Blended-Learning

### Knowledge and Method – any time and any place

#### E-Learning and Blended-Learning

The Internet today offers a flood of information. In many cases, the quality and completeness remains open. But finding information on the Internet does not have to be a game of chance. The structured use of modern learning platforms even offers many advantages.



- Complete information
- Company-specific prepared
- Learning effect self-verifiable
- No travel costs
- Repeatable
- Available at any time of day or night
- No noticeable downtime in working hours
- Whole teams receive the same level of knowledge

**IPL brings it together: expertise in production and logistics coupled with the tools to build your in-house knowledge base!**

## E-Learning on demand

### **Knowledge and methodology – available at any time and any place**

Based on a continuously growing volume of videos IPL is now offering e-tutorials. We thus offer you absolute flexibility in structuring and dividing up your workload. Teaching material is available for all videos. If you have any questions or need discussion, you can easily contact the trainer. In this way, you can design the scope and detail of your personal course yourself. According to your needs!!



Simply stream under [www.i-p-l.de/seminare](http://www.i-p-l.de/seminare)

# Registration



# Registration

Per Mail: [anmeldung@i-p-l.de](mailto:anmeldung@i-p-l.de)

By FAX to: +49 (0)89 849 388 76

I hereby register for the following event and understand that this registration is binding.

Title of Event: \_\_\_\_\_

Location: \_\_\_\_\_

Date: \_\_\_\_\_ Price (excl. tax): \_\_\_\_\_ € / Pers.

## Personell Information:

Name: \_\_\_\_\_

First Name: \_\_\_\_\_

Company: \_\_\_\_\_

Department: \_\_\_\_\_

Position: \_\_\_\_\_

Tel.: \_\_\_\_\_

E-Mail: \_\_\_\_\_

Adress: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Date: \_\_\_\_\_ Signature: \_\_\_\_\_

## Terms:

1. Registration: registration to attend events occurs on the registration form or otherwise in writing, stating name and surname of the participant , its function and department within the company as well as the billing address. The application is binding if it is provided with signature and the IPL reached by mail, email or fax
2. Booking: The booking is made in order of registration. If the event is already fully booked or can not take place in the announced form for other reasons, the IPL shall immediately inform. Optionally the IPL provides a repeat date or an alternative event.
3. Confirmation: After receipt of your registration you will immediately receive a confirmation. Please check the correct spelling of your name and company name. The registration confirmation includes the address, telephone / fax number of the conference hotel and the invoice.
4. Fees: The participation fee plus VAT is due upon receipt of invoice, in any case no later than 14 days before the event.
5. Cancellation of Participation: In the case of cancellation up to 2 weeks before the event an already paid participation fee minus an administrative fee of 100, - € is refunded. For later cancellations the full fee will be charged unless a written evidence of a different damage or expense will be rendered by the registered person. To meet the deadline of the withdrawal a writing has to be sent to IPL by E-Mail, Mail of FAX. Cancellation fees do not apply if a replacement participant is provided at the date of the event.
- 6.Change of lecturers: To avoid event cancellation IPL is permitted to make a change of faculty and / or the flow of an event if a lecturer fails due to illness or other unforeseen reasons, unless this is not unreasonable.
7. Event Cancellation: If the event has to be cancelled because of unforeseen circumstances, such as are failure of a lecturer, insufficient participation by cancellations or for other organizational reasons, registered participants will be notified immediately. The paid participation fee will be refunded immediately. Further claims are excluded, unless they stem from willful, gross negligence or breach of contract. In case of a minor breach of substantial contractual obligations, liability is limited to typically foreseeable damage.
8. Hotel In each conference hotel we have reserved a limited number of rooms for you. Please make the booking on your own under the keyword "IPL". For the address of the hotel, please refer to your confirmation. Please note that room quotas are temporarily available. Participants are liable for all kind of cancellations or changes of room bookings.
9. Copyright: The handout issued at the event are protected by copyright and may not - even partially - be reproduced without the consent of the IPL and the speaker or used commercially.
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## About Institute of Production Management and Logistics (IPL)

The IPL is a highly efficient, cost-effective expert partner for the development of effective, innovative solutions in the field of production management and logistics. IPL helps clients get better results through such services as:

- ✓ company-specific and open trainings and seminars
- ✓ logistics business games
- ✓ development of (logistical) future strategies for your business
- ✓ innovation through applied research
- ✓ quality certifications
- ✓ process improvements in procurement, production, warehousing and distribution as well as related departments

The IPL works closely with of many companies and organizations as a respected partner. We also enjoy an exclusive partnership with the Education and Training Association of the Bavarian Economy ( Bildungswerk der Bayerischen Wirtschaft) in production and logistics. Open courses in cooperation with bbw include:

- ✓ Economical inventory management
- ✓ Analyze value streams

If you cannot find your topic in this list? Please contact us to arrange a tailor-made course. Due to our extensive expert portfolio, we can provide optimal training for all of your needs on short notice.

**The event registration form as well as updated event catalog and descriptions of current and new offers are available online at: [www.ipl.de](http://www.ipl.de)**