



## 2ND ANNUAL FORUM **SUPPLY CHAIN MANAGEMENT**

**13 MAY  
2015**

AL DANA HALL  
GULF HOTEL  
KINGDOM OF BAHRAIN

### **PRAKASH MENON**

ONE OF THE WORLD'S MOST INFLUENTIAL  
LEADERSHIP & SUPPLY CHAIN EXPERTS.

*Each delegate will receive  
a free digital copy of 2 of  
PK's books*



# SUPPLY CHAIN **THE GAME CHANGER**

**FOCUS ON BEST PRACTICES:**

•RETAIL •HOTELS •TELECOMMUNICATION •OIL & GAS •HOSPITALS •BANKING

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Middle East

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**CIPS**  
Chartered Institute of  
Procurement & Supply

YOU CAN LEARN **SUPPLY CHAIN** TECHNICAL SKILLS AND BE TECHNICALLY **COMPETENT**, BECOME A GREAT SUPPLY CHAIN MANAGER, HOWEVER IN THE 21<sup>ST</sup> CENTURY, **TECHNICAL SKILLS** ALONE IS NOT ENOUGH. IF YOU NEED TO BECOME A WORLD CLASS SUPPLY CHAIN **LEADER** YOU NEED TO HAVE BOTH TECHNICAL SKILLS AND **ADAPTIVE SKILLS** (PERSONAL DEVELOPMENT) ALONG WITH **ACCOUNTABILITY**.

**PRAKASH MENON**





## WHY THIS FORUM

**Supply Chain management** is the management of the flow of goods. It includes the movement and storage of raw materials, work-in-process inventory, and finished goods from point of origin to point of consumption. Interconnected or interlinked networks, channels and node businesses are involved in the provision of products and services required by end customers in a supply chain.

Supply chain management has been defined as "the design, planning, execution, control, and monitoring of supply chain activities with

the objective of creating net value, building a competitive infrastructure, leveraging worldwide logistics, synchronizing supply with demand and measuring performance globally"

This forum is intended for participants who seek to attain expert insights to drive their business to the next level, identify trends that can contribute to a more successful business strategy and become leaders who do not merely run a business but who are looking to transform it.

## THE **PURPOSE**

An intensive 1 Day  
Exploration into  
your role as a:

- Leader
- Visionary
- Strategic thinker
- New & Dynamic Managers / Supervisors.



Explore ways to challenge your assumptions and view your business in a new light.



Learn how to shape organizational excellence.



Identify which global competencies are critical to success today.



Gain personal mastery of your own leadership – lead to transform!



Understand what makes an effective 21st century leader and the practices and commitments of effective leadership.



You'll profit from the shared insights and experiences of your peers, the facilitator Prakash "PK" Menon and the panel of experts.





## WHO SEEK TO:

Attain expert insights to drive their business to the next level.

Identify trends that can contribute to a more successful business strategy.

Become leaders who do not merely run a business but who are looking to transform it.

| TIME          | ACTIVITY   |
|---------------|--|
| 07:30 – 09:00 |  Registration and networking over Tea & Coffee  |
| 09:00 – 10:00 |  <b>Opening ceremony</b>  |
|               |  <b>Session 1</b><br><b><i>The Burning Platform.</i></b> <ul style="list-style-type: none"><li>• This session will examine some of the serious burning issues which are normally not being under focused by many organizations today in the Mena region.</li></ul>  |
| 10:00 – 10:30 |  <i>Tea Break / Networking</i>  |
| 10:30 – 12:00 |  <b>Session 2</b><br><b><i>The Key Supply Chain Imperatives.</i></b> <ul style="list-style-type: none"><li>• This session focuses on change based on strategic execution. It's about leading from the front, breaking down the silos, addressing the weakest links in the chain.</li></ul>  |
| 12:00 – 12:30 |  <i>Prayer Time / Networking</i>  |
| 12:30 – 13:30 |  <b>Session 3</b><br><b><i>Drive Your Business Through Effective Communication.</i></b> <ul style="list-style-type: none"><li>• This session will focus on communicating confidently at any working environment, in order to drive the business faster and smoother.</li></ul>  |
| 13:30 – 14:00 |  <i>Lunch / Networking</i>  |
| 14:00 – 15:00 |  <b>Panel Discussion</b><br><b><i>Keys &amp; Top Supply Chain Executives.</i></b> <ul style="list-style-type: none"><li>• Panelists representing different industries, Chartered Institute of Purchasing &amp; Supply and the key speaker.</li><li>• Local &amp; global best practices of Supply Chain Management in different sectors.</li></ul> |
| 15:00 – 15:30 |  <i>Tea Break / Networking</i>  |
| 15:30 – 16:30 |  <b>Session 4</b><br><b><i>Work Smarter Not Harder.</i></b> <ul style="list-style-type: none"><li>• This session will focus on personal mastery in order to enable individuals to see how various work styles sit in relationship to each other.</li></ul>  |
| 16:30         |  <i>Closing</i>   |

| الوقت         | البرنامج  |
|---------------|---|
| 09:00 – 07:30 | التسجيل / الشاي والقهوة والتواصل  |
| 10:00 – 09:00 | حفل الافتتاح  |
|               | <b>الجلسة الأولى</b>  |
|               | <b>أهم قضايا سلسلة التوريد في الشرق الأوسط.</b>   |
|               | <ul style="list-style-type: none"> <li>تسلط هذه الجلسة الضوء على أهم القضايا الساخنة والمهمة والتي تتجاهلها الكثير من المؤسسات في المنطقة وتعزي في النهاية أسباب فشلها أو نجاحها للإقتصاد العام.</li> </ul>   |
| 10:30 – 10:00 | استراحة الشاي والقهوة / التواصل   |
| 12:00 – 10:30 | <b>الجلسة الثانية</b>   |
|               | <b>حتميات سلسلة التوريد.</b>  |
|               | <ul style="list-style-type: none"> <li>تركز هذه الجلسة على كيفية التغيير في سلسلة التوريد بناءً على التنفيذ الاستراتيجي.</li> <li>حدد مكان ضعف سلسلتك التوريدية، استلم زمام القيادة وكون فريقاً متماسكاً قادراً على صياغة كل مكون يدخل ضمن سلسلة التوريد للحصول على أعلى قدر من المبيعات، الأداء والأرباح.</li> </ul>                           |
| 12:30 – 12:00 | وقت الصلاة / التواصل  |
| 13:30 – 12:30 | <b>الجلسة الثالثة</b>   |
|               | <b>تميز بعملك من خلال الاتصال الفعال.</b>   |
|               | <ul style="list-style-type: none"> <li>ستركز هذه الجلسة على طرق الاتصال الفعالة في أي بيئة عمل لضمان سير العمل بسرعة وسلاسة.</li> </ul>   |
| 14:00 – 13:30 | وجبة الغداء / التواصل   |
| 15:00 – 14:00 | <b>حلقة نقاشية</b>  |
|               | <b>أهم الخبراء في مجال إدارة سلسلة التوريد.</b>   |
|               | <ul style="list-style-type: none"> <li>خبراء يمثلون مختلف القطاعات، ممثل المعهد القانوني للمشتريات والتوريد CIPS – بريطانيا، بالإضافة إلى المتحدث الرئيسي.</li> <li>أفضل الممارسات في إدارة سلسلة التوريد بمختلف القطاعات.</li> </ul>   |
| 15:30 – 15:00 | استراحة القهوة والشاي / التواصل   |
| 16:30 – 15:30 | <b>الجلسة الرابعة</b>   |
|               | <b>إعمل بذكاء لا بعناء.</b>   |
|               | <ul style="list-style-type: none"> <li>سيتعرف الموظف في هذه الجلسة على الاستراتيجيات الخمس المهمة ليكون موظفاً ذكياً ذو مردود مادي ومعنوي في المؤسسة.</li> <li>سيتمكن المشارك من تحديد نقاط قوته كموظف ليخلق لنفسه وعياً بأنماط وأساليب العمل المختلفة ويرفع من إنتاجيته ويكون فرداً فاعلاً في مؤسسته وفي علاقته مع زملائه ومرؤوسيه.</li> </ul> |
| 16:30         | التوصيات / الختام   |



## PRAKASH "PK" MENON

"HELPING CLEVER PEOPLE BECOME  
COMMERCIALY SMART"

Prakash 'PK' Menon who is an Australian helps entrepreneurs, retailers, corporate professionals, CEOs and aspiring business owners, speakers and mentors achieve world class results and financial independence.

As the former Director of Supply Chain for Australia's leading department store, Myer, PK is renowned for having delivered an unprecedented \$25 million increase to the retail giant's bottom line within just 12 months and transforming the supply chain landscape on a global scale. He is also renowned for achieving extraordinary results for India's Taj Group of Hotels where he climbed through the ranks in record time to head the food and beverage team.

Today, PK is regarded as one of the world's leading authorities on Career Acceleration, Thought Leadership, Career Transitioning and Retail Supply Chain Management. An internationally acclaimed corporate leader, PK is a dynamic, engaging and refreshingly down-to-earth speaker, writer and educator. He shares his personal stories and unique, proven success methodologies together with game changing, immediately actionable ideas and strategies.

In today's extremely competitive landscape where every organization is looking to drive innovation to stay relevant, it is more essential than ever before to play the positioning game. PK's expertise in helping leaders and their organizations position themselves as Thought Leading enterprises gives them an undisputed edge over their competition.

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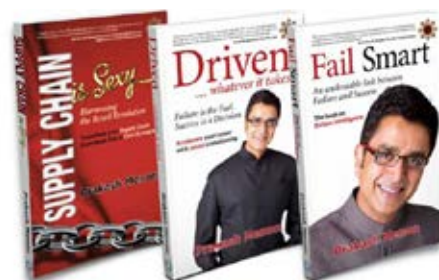
### TESTIMONIAL

**I first met Prakash (PK) Menon during the private equity purchase of Myer, incorporating extraction from Coles Myer. I came on board as CEO in 2006 and PK, for a fiveyear period, was a highly involved, important member of the Executive team.**  
**testimonials#sthash.6Lnbecbq.**

— *Bernie Brookes*  
*Former CEO,*  
*MYER Stores Ltd*

”

### PK's BOOKS



*More Information:*  
[www.pkmenon.com](http://www.pkmenon.com)





## SESSION 1 **THE BURNING PLATFORM**

In recent years, an unsettling number of companies have failed to grow or collapsed completely—from long-established giants to smaller-scale businesses. Blame usually goes to the economy, but that's only part of the problem.

Businesses in the middle east are hiding behind rapid growth, shopping fiestas and a population that spend most if not all of their disposable income. Sooner or later though, process failures or a new competitor (which ever comes first) will force you to look at what you're doing wrong, or if you're not doing anything wrong, you will soon have to do the right things, more often, more consistently and better than before.

Together we will examine some of those burning issues that most businesses in the Middle East are facing today.



## SESSION 2 **THE KEY SUPPLY CHAIN IMPERATIVES**

Learn how to integrate all the processes across the chain to deliver a world-class supply chain. Praxis makes perfect, yes you read right... unlike the word 'practice', praxis is much more than just action based on reflection on what one has learned. Praxis is defined as 'informed, committed action'. It requires people to engage with the situation as committed thinkers and actors as opposed to just doing it.

This session focuses on change based on strategic execution. It's about leading from the front, breaking down the silos, addressing the weakest links in the chain and creating a cohesive team that's ready to craft each component of your lean business machine for maximum sales, performance and profit.



## SESSION 3

# **DRIVE YOUR BUSINESS THROUGH EFFECTIVE COMMUNICATION**

Discover breakthrough communication techniques for driving business value and becoming a more powerful leader. Master best practices for influencing peers, managers, subordinates, customers and other stakeholders

Communicate confidently in any environment, from spontaneous “elevator pitches” to high-stakes reports and proposals. Deliver powerful messages that win hearts and minds: messages that are short, simple, strong, credible, tailored to your audience and lead rapidly to action.



## SESSION 4

# **WORK SMARTER NOT HARDER**

Most personal effectiveness programs are designed by disciplined, organised people in an attempt to get us to do what they want. One person’s smart may be another person’s dumb. Recognise your personal productivity platform and use this awareness to increase your personal effectiveness.

In this session focused on personal mastery you get to see how various work styles sit in relationship to each other. Together, we will explore the key strategies one can use to get more done, and the five key strategies that people can use to work smarter.

## PAST EVENTS

## من فعالياتنا السابقة



## VENUE



قصر الخليج - البحرين  
THE GULF HOTEL  
BAHRAIN

The Gulf Hotel, Bahrain

T: +973 1771 3000

[gulfothelbahrain.com](http://gulfothelbahrain.com)

\* Please contact organizer for special room rate.



## Fees in Bahraini Dinar

## الرسوم بالدينار البحريني

BHD. 380 per delegate

٣٨٠ د.ب للمشارك الواحد

Corporate rates available

سعر خاص للمجموعات

## Fees inclusive of:

- Free pass to all sessions.
- Full forum materials.
- Tea/coffee breaks and lunch.
- Certificate of attendance signed by Prakash Menon.
- Free digital copy of 2 of PK's books.

**Cancellation/Substitutions** No cancellation will be permitted once a registration form is received. However, substitution is allowed.

## STRATEGIC PARTNERS

thought leaders™  
Middle East

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Al-Assayel for Events Management

CIPS  
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Procurement & Supply

## ORGANISER

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## HOW TO REGISTER

+973 17 552 878  
+973 3779 33 88  
+973 17 552 890  
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المنتدى السنوي الثاني  
إدارة سلسلة التوريد

THE 2<sup>ND</sup> ANNUAL FORUM  
**SUPPLY CHAIN  
MANAGEMENT**

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## Individual/Group Delegate Registration Form

### Payment Method:

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**Origin Consulting Co. W.L.L**

Bank: **BBK**

IBAN Number:

**BH 21 BBKU 0010 0000 278 570**



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Organization name

Contact person

Job Title

Mailing address

E-mail

Telephone

Fax

Mobile

Authorized Signature

Date

| S/N | DELEGATE | JOB TITLE |
|-----|----------|-----------|
| 1   |          |           |
| 2   |          |           |
| 3   |          |           |
| 4   |          |           |
| 5   |          |           |
| 6   |          |           |
| 7   |          |           |
| 8   |          |           |

\* For additional registration, use a copy of this form.

### Participation Fees in BD.

Participation Fees: **BD. 380** per delegate

\*Corporate rate available

### Fees inclusive of:

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- Full forum materials.
- Tea/coffee, refreshments & lunch
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