

# Getting Future Ready for Managing End-to-End Supply Chains



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# Programme Overview

This unique End-to-End Supply Chain Management Programme offers participants a comprehensive understanding & practical insights into managing & optimizing supply chains (via a simulated experience of a real supply chain - The Fresh Connection). The Programme will help participants reinforce core Supply Chain concepts, and apply learnings in their real-life job contexts.

The programme covers important subjects such as Supply Chain Strategy, Aligning Supply Chain KPIs across functional areas, Supply Chain Risk and Resilience, Supply Chain Digitalization & Innovation and Supply Chain Sustainability. It will be delivered in a highly engaging and interactive format that will help participants appreciate the importance of working collaboratively across different functions to understand trade-offs, achieve functional alignment, and execute better on the company strategy goals.

Participants get to experience a glimpse of reality, through a simulation of a company going through tough times, that requires them to strategize and turn the company around by aligning and optimizing its supply chain. The experiential learning methodology which we follow for this programme, will help participants retain learnings, contextualize, and apply these learnings better in managing supply chains across a wide array of industries.

## Key Takeaways

- Understand the structure and complexity of today's global supply chains
- Learn how to develop an effective Supply Chain Strategy – aligning with company strategy, manage trade-offs and align functions
- Learn how to manage supply chain risks and build resilient supply chains
- Learn the key principles of Supply Chain Integration
- Appreciate Supply Chain Digitization best practices
- Appreciate the “Sustainability” challenge in today’s supply chains and how Supply Chain managers can contribute to the company’s sustainability ambitions
- Awareness of 'tips and traps' of how supply chains can drive business outcomes
- The importance of collaboration, consensus building, cooperative decision making - in managing a supply (value) chain

By completing the End-to-End Supply Chain Programme, participants will acquire a deep understanding of end-to-end supply chain management principles, gain practical skills to optimize supply chain operations, and will be equipped to better drive efficiency, innovation, and competitiveness for the supply chains of the future.

# Who Should Attend

The programme is designed for mid to senior level supply chain professionals, operations managers, logistics managers, procurement specialists, and individuals aspiring to pursue careers in supply chain management. It caters to professionals working in diverse industries, including manufacturing, retail, e-commerce, logistics, automotive, industrial manufacturing, chemicals, and consulting.

# Programme Methodology

The programme has been designed around the simulation game – The Fresh Connection (the world's leading Supply Chain Simulation game, developed by Inchainge, Netherlands). The simulation game will be played between theory, case studies, discussions, role plays etc. sessions. Learning results from combining the concepts taught, experiencing different situations in the game, from peers, from the instructors, and from the highly interesting game related debriefs.

Pre-reads will be shared with the participants a week before the start of the programme.

The programme will be delivered by supply chain veterans and will have a good mix of theory and practice laced with examples from real life experiences as well as experiential learning components, to better drive retention and learning outcomes.

# Simulating a Real-Life Supply Chain and Enabling holistic learning

A key differentiator of this Programme is the use of a world class Supply Chain Simulation game - The Fresh Connection - to explain and drive home the importance of supply chain alignment. The experiential learning component has been used widely by more than 700 leading companies across the world across industry sectors. Also used extensively in courses taught at leading universities. It is a proven tool that will enable participants to learn, retain and apply the learnings within their job contexts. The interactive nature and the inherent competition element (as participants play the game in different teams), helps peer-based learning, and participants internalize the taught concepts much better.

Some unique benefits that will be experienced by participants are:

- Better understanding of core Supply Chain concepts
- Better appreciation of the interlinkages between supply chain functions and how decisions in each function need to be supported and be supportive of decisions made in other functions. The importance for aligned objectives and incentives
- Importance of collaboration and communication across functions
- Comprehensiveness of learnings as multiple strategies and assumptions get tested in the simulation, thus driving better understanding of the implications of Supply Chain decisions
- The need to make the right data available across functions and to use them for taking informed and coordinated decisions
- How investments for resilience and sustainability can be designed in a manner that increases overall ROI for the company (and not just be considered as a cost)
- Emerging themes in supply chain that will have a huge impact on supply chain design and operations. Such as resilience, innovation and sustainability

# Session Topics Covered

## Session 1 : Managing end-to-end Supply Chains

- Programme Objectives & Expectations
- Supply Chain Strategy. Responsive vs Efficient Supply Chains, Supply Chain Design
- Introduction To 'The Fresh Connection' (TFC) Simulation Game

## Session 2 : Supply Chain Impact on Organisation

- Top and Bottom-line impact of Supply Chain Decisions
- Integrated planning across functions (S&OP, Demand and Supply Planning, KPI Alignment)

## Session 3: Supply Chain Alignment and Collaboration

- Supply Chain Integration – Alignment, Communication, Conquering Silo thinking
- Managing Supply Chain Risks

## Session 4: Supply Chain Digitalization & Innovation

- Supply Chain Digitalization
  - Potential Business Model innovations in retail, e-commerce, and other industry sectors such as automotive, industrial manufacturing, chemicals etc.

## Session 5: Supply Chain – Sustainable Supply Chains

- Sustainable Supply Chains
  - Introduction to Sustainable Supply Chains
  - Achieving SDG goals in terms of 3Ps - People, Planet, Prosperity
  - Trade-offs inherent in pursuit of sustainability goals (SDG ROI vs Business ROI)
- Managing for Sustainability – learning with The Triple Connection (TTC)

## Session 6: Supply Chain End to End Management – Key Learnings and What Next

- Announcement of Winners!
- Relook at Learnings and Implications
- Ideation Session – how can these learnings be applied in your workplace
- Ideation Session (cont.)
- Programme wrap up and Feedback

# Programme Faculty



## Dr. Kaushik Ghatak

Dr. Kaushik Ghatak is a visiting faculty in Executive Education Programmes at Mahindra University. He has More than 30 years' experience in Industry and Academia, in leadership roles in Asia-Pacific and the USA. He has Significant experience in Consumer Products, Retail, Consumer Electronics, Automotive, and Industrial Manufacturing across Asia and North America. This has included careers tints with SAP, Oracle, PwC Consulting and IBM. He has a Strong academic foundation in the supply chain domain, operations research and developing simulation models.

He is Currently Involved in

- Driving supply chain capability development programs with a wide range of industry leaders in consumer products, retail, chemicals, and infotech domains. Across Senior, Mid Career and Junior executive segments
- Driving consulting engagements with various clients across Asia in the areas of Demand and Supply Planning, Sales & Operations Planning, Procurement process improvement etc.
- Advising on Product Strategy for Supply Chains of software products

He is Currently teaching supply chain courses as a Visiting Professor at Singapore Management University(SMU), Nanyang Technological University(NTU), and Indian Institute of Management (Udaipur)

Dr. Kaushik holds PhD from Indian Institute of Management, Bangalore in Operations Management and B.Tech from National Institute of Technology, Tiruchirapalli



## Ramachandran Kallankara

Ramachandran Kallankara is a visiting faculty in Executive Education Programmes at Mahindra University. He has extensive experience in IT consulting in the supply chain and Analytics domains. He has setup businesses providing analytics services for clients in the manufacturing, Retail, Healthcare, HR industries. He was a founder CEO of a company that built a recruitment platform bringing together the candidate/job seekers and the organisation/ jobs, all on one platform. He drove the product road map, business strategies and customer acquisition strategies. Ramachandran started his IT career at Infosys. He was a key contributor in setting up the Enterprise Solutions practice, focusing on enterprise package related services. He is currently a partner at Value Qwest, a boutique consulting firm in the supply chain domain

He is Currently Involved in

- Supply Chain capability development programs for a wide variety of individuals. The objective is to develop industry ready supply chain professionals who are new to the domain as well as continuing education for the senior supply chain professionals
- Developing thought leadership in new areas such as sustainability

Ramachandran Kallankara holds PGDM from Indian Institute of Management, Bangalore and B.Tech from IIT Madras

# Programme Faculty



## Ganapathy S.Nathan

Ganapathy S. Nathan is a visiting faculty in Executive Education Programmes at Mahindra University. He has Nearly 35years' industry experience in managerial and leadership roles in India and the US(Asian Paints(l)Ltd., and Wipro Ltd., primarily) Supply Chain: Decorative and Industrial paint sales and distribution management (operational role with Zonal responsibilities at AP). ERP: Product development, presales & solutioning, across multiple major ERP products(SAP, Oracle, Ramco) in Supply Chain and Asset Management domains. Consulting: ERP selection, business process mapping and reengineering, application consolidation, and business benefits realization primarily in SCM domain. Open Innovation: Org wide Innovation & IP management, incubation of Tech start-up partnerships for Wipro. Emerging Tech IP creation (Blockchain, Robotics, AI) with a focus on Operations and Customer Experience.

He is Current focus in

- SCM capability development programmes with a wide range of industry leaders in consumer products, retail, chemicals, and infotech domains.(Senior, Mid Career and Junior executive segments)
- ERP Strategy Advisory and Consulting, with a focus on transformation benefits realization

## Programme Details

### Dates



February, 2026(TBC)

### Duration



6 Sessions, 3 Hours per each

### Mode



Live-Online



**Programme Fee: INR 60,000+ GST Per Participant**

# About Centre for Executive Education

The Centre for Executive Education (CEE) at Mahindra University, creates and conducts learning programmes for working professionals, which are designed to provide timely and relevant knowledge, insights and perspectives, that help them progress in their current and future roles in organizations. By enhancing performance of executives, these programmes are aimed to positively impact the organisations that they work for.

Executive Education Programmes at Mahindra University span across multiple business disciplines, engineering & data science, and law, for different seniority levels, in various national and international geographical locations.

CEE's mission is to be a hub for engaging & beneficial interactions between business leaders and the academia. The centre works with some of the finest faculty in India and from leading Global Business Schools. Participants will have opportunities to learn from the innovative research and consulting experience of the faculty, wide experience of the peer group of learners, and from Industry practitioners who bring in strong domain knowledge.

# About Mahindra University

Mahindra University, established in May 2020, is a multi-disciplinary global education and knowledge campus which offers industry-aligned curricula, a student-centered learning environment, and opportunities for international exposure. The University offers Undergraduate and Post Graduate programs in its five Schools namely Ecole Centrale School of Engineering, School of Management, School of Law, Indira Mahindra School of Education, School of Media, Centre for Sustainability, School of Design and Innovation and Liberal Arts. The University has been established in a sprawling, green, 130 acres at Bahadurpally in Hyderabad. The University provides students with a modern lifestyle and a unique multi-cultural immersion in a predominantly green campus. The Lecture Theaters, Seminar Halls and Syndicate Rooms deploy state-of-the-art technology, to impart a multi-media, interactive learning experience to participants. Executive Housing facilities on campus come with contemporary design, spacious & comfortable air-conditioned rooms.

## Some of our Clients



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