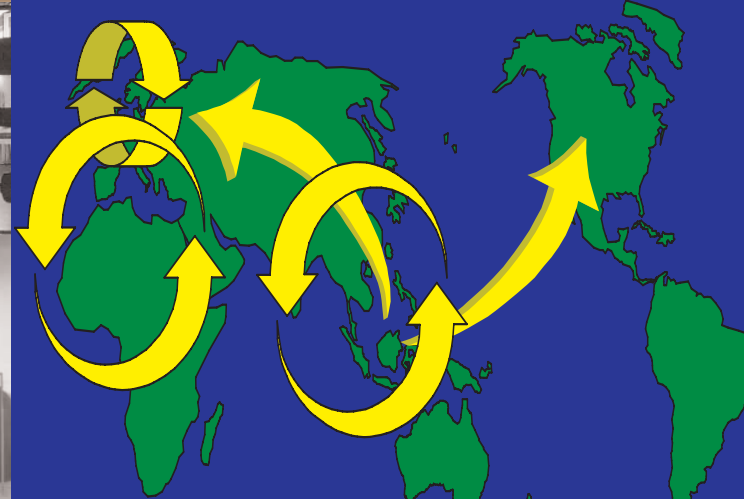


Global Sourcing Skills

23rd June, 2009, 5 Portland Place, London W1B 1PW



Agenda

Content

Endorsed by

PRIME SOURCE
FORUM
HONG KONG



- 09:30 Introduction - What are the global challenges and risks in today's market?
- 10:00 What are the opportunities in the current climate?
- 10:20 What has REALLY been happening at a macro level? What are the sourcing trends?
- 10:40 Reviewing strategy - workshop activity
- 11:00 Break for networking and coffee.
- 11:20 Introduction to balanced sourcing theory and reality.
- 11:40 How would you change your own sourcing strategy?
- 12:00 Q&A
- 12:30 Lunch
- 13:30 How to find overseas suppliers
- 14:00 What to look for in a factory Workshop Activity:
- 14:20 What other factors to consider?
- 14:40 Sourcing: faster, better, cheaper
- 15:00 Break for networking and tea
- 15:20 Highlights of negotiating skills to be used in sourcing
- 15:40 Preparing for sourcing meetings. Partnership sourcing.
- 16:00 Case Study
- 16:30 Conclusion and Close

Workshop Leaders
Ken Watson, Industry Forum Services
Liz Leffman, Director, Clothesource.

Sourcing in a recessionary environment will be a core skill. International trade may slow down but effective sourcing will be a key component of a strategy to prosper in a difficult climate. This one-day seminar designed to help you make the most of your business in the current economic climate. Providing the latest information about global sourcing - trends, regional patterns of supply, and economic factors, it will show delegates how to identify new sources of supply, evaluate alternatives and to make informed and profitable decisions and will also assist in managing the existing supply base more profitably. Delegates will carry out hands-on activities to practice skills learnt.

Workshop features

Featuring the most up to date information on trade rules

Providing insight into the way that the economies of developing countries are shaping the apparel trade.

Suggesting likely changes in the global market over the next year.

Discussion of opportunities to source more cost-effectively.

Delegates will have an opportunity to compare the countries that they are sourcing from with the countries used by others in the same market.

Where might one look for which product? The first steps in finding an overseas supplier. Supplier Evaluations and Ethical Compliance.

Workshop activity

Delegates will take part in interactive activities designed to challenge sourcing decisions and to take note of other factors to consider when sourcing abroad.

Lasting Benefits

Learn how to identify potential sources for particular product categories. Gain an overview of regional strengths and weaknesses - knowledge of operating in particular countries and their relative cost and speed.

Learn how to balance your sourcing options for maximum benefit.

Practical advice on the process of finding, evaluating and dealing with new suppliers and in managing existing suppliers.

Industry Forum Services Ltd is the sector leader in implementing best practice in the fashion supply chain from concept to carrier bag. Industry Forum project leaders have a wealth of experience in improving global supply chains and in sourcing.

Clothesource Ltd is a specialist consultancy which analyses apparel trade worldwide (Pricetrak) and advises clients on their sourcing strategies.

