



# Influence and Impact

Supply chain leaders play a vital role in the profitability of their employing companies. If you're running a supply chain operation, your decisions impact the costs involved in supplying your organisation's customers.

A good supply chain leader motivates, inspires and helps develop those who report to them, while also making sure that the goals of the team align with the larger strategic objectives of the organisation. You will have a huge advantage and the potential to shine as a leader if you can quantify how your supply chain leadership decisions affect your bottom line.

This career route and qualification will help you to improve your capabilities, inspire your teams and achieve outstanding business results through our business-led approach. It will accelerate your career development as a high-potential leader, who can drive significant improvements in organisational performance, within the supply chain environment.

## Qualification Awarded & Features

This post graduate apprenticeship qualification is aligned to the knowledge, skills and behaviours (KSBs) of the Senior Leader Apprenticeship Standard (Level 7) which was approved on 12th January 2021 by the Institute for Apprenticeships.

All successful graduates will be awarded a Post Graduate Diploma in Business Administration (Supply Chain) from the University of Suffolk, as well as a Level 7 Senior Leader Apprenticeship.

On completion of the Senior Leader Apprenticeship, there is the option to undertake a 'top-up' by completing a work-based project to achieve the Suffolk Executive MBA (Supply Chain).

Leaders are a key component of all types of business model where there is a workforce to lead, manage and support. This senior leader apprenticeship is structured to support fast-track career progression. It will develop your leadership and strategic management skills, and provide you with an up-to-the-minute understanding of the fast-evolving modern business and supply chain environment.

### **Programme Overview**

Supply chain leaders will learn to critically analyse their supply chain both internally and externally, demonstrating an understanding of how this aligns with the business' strategic objectives.

They will develop Ideas and information on how the organisation's supply chain can be improved and aligned with strategic business objectives and ensure that ideas and recommendations are systematically managed and persuasively communicated to a workplace audience

#### The modules:

#### **Module 1 - Logistics Planning & Negotiating**

- >> Planning and management of forward and reverse logistics networks
- >> Capacity Planning
- >> Utilising technology for effective logistics management
- >> Global sourcing challenges for international supply chains
- >> Managing tactical/strategic risk in logistics
- >> Negotiation principles and objectives
- >> Stages of negotiation
- >> Influencing and tactics in negotiation



#### **Module 2 - Supply Chain - Today**

- >> Aligning procurement and supply chain strategy to corporate strategy
- >> Developing organisational structures to support supply chain capability
- >> Designing supply chains to support the provision of new products and services
- >> Implementing technology solutions for supply chain effectiveness and efficiency
- >> Developing an SRM approach to managing internal and external stakeholders
- >> Implementing solutions to support ESG (Ethical Social Governance) objectives

#### Module 3 - Future of Work

- >> Theories and Practices of good and ethical work
- >> Labour Market Supply and Demand
- >> Influence of Technology
- >> Global and Government Influences
- >> Contemporary issues around ageing, gender and younger workforces and the options for business will be explored in relation to managing the responses shaping the future of work

#### Module 4 - Resourceful Leadership & Managing People and Culture

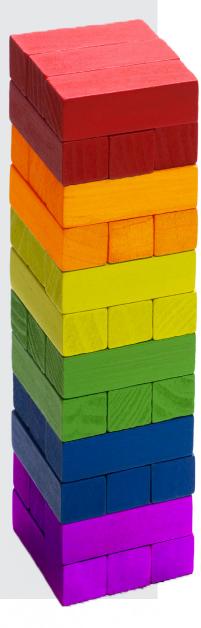
- >> Models of leadership
- >> Management and development of people
- >> Selection and recruitment
- >> Total Quality Management
- >> Linking organisational development to corporate culture
- >> Creating and developing teams which consider equality, inclusivity and diversity
- >> Managing transformative change programmes
- >> HR Legislation

#### Module 5 - Strategic Management & Marketing your Business

- >> Marketing principles
- >> Management principles
- >> Strategic Management principles
- >> Strategic analysis
- >> Brand Management & Development
- >> Competitive Strategies
- >> Digital Marketing

#### **Module 6 - Finance Data in Business for Decision Making**

- >> Introduction to Accounting
- >> Accounting Concepts and systems
- >> Financial Statement Analysis
- >> Decision making theories
- >> Financial Reporting Introduction to Annual Report
- >> Analysing the corporate financial performance
- >> Financial Strategy



## Our Approach

Our work-based degree programme offers a unique experience and insight that you won't find anywhere else. Seasoned supply chain professionals help learners develop the essential knowledge, skills and behaviours required to excel in senior supply chain roles.

Cohort sizes are typically 18-30 delegates from a variety of organisations and sectors. Sessions will be interactive using a range of case studies, journal articles, group discussion, action learning, coaching and tutorials. A strong emphasis will be placed on participation in group work and discussions where organisational processes, models and procedures can be shared and analysed. Subsequently this collaboration may be used as a learning resource, by requiring apprentices to work together in groups and to reflect on their experiences where possible. Both written and live case-study examples will be presented and discussed to ensure that the content is contemporary and that apprentices have the opportunity to learn from real examples. Group exercises will be based on set tasks designed to enable team-based learning.

Throughout the apprentice's time, we hold meetings with a member of our apprentice support team, the apprentice, and their line manager to discuss progression so far and any additional support needs.



## Fees & Entry Requirements

The learning to the Level 7 Senior Leader Standard is fully funded by the apprenticeship levy which covers the Post Graduate Diploma at £14,000 (The funding band set by the Government).

On completion of the Senior Leader Apprenticeship, the option to undertake a 'top-up' by completing a work-based project to achieve the Suffolk Executive MBA (Supply Chain) will incur an additional cost of £3,000. This sits outside of the apprenticeship levy funding band.

#### **Entry requirements**

Entry to the Senior Leader Master's Degree Apprenticeship will be subject to the applicant holding an undergraduate degree with a 2:2 (minimum) classification or equivalent in a relevant subject and a 3 years work experience, or a professional qualification of graduate status and 3 years work experience, or; an HND/HNC and have three years management experience, or; have five years significant management experience. All applicants are required to hold Level 2 English and Maths at GCSE grade C/4 or above (or equivalent).

#### **Working with Business for Growth**

The Post Graduate Diploma /Suffolk Executive MBA (Supply Chain) is delivered in partnership between CP Training Services (the qualification arm of The Supply Chain Academy) and the University of Suffolk.





Part of the award-winning Uniserve Group and the Supply Chain Academy, CP Training specialise exclusively in the supply chain and offer the only global learning centre to focus purely on the subject. Facilities include the historic Upminster Court, a beautiful Edwardian building in which to learn and stay. Whether enjoying the extensive gardens or sharing experiences in the glassroofed bar, there is no better place to reflect after a day of learning. As the go-to option for supply chain training for over 20 years, CP Training have supported the development of people from SMEs to multinational operations such as Alliance Pharma, Airbus, BAE Systems, Henkel, BP, Burtons Biscuits (Ferraro).

Email enquiries@cp-trainingconsortium.co.uk to learn how CP Training could develop your organisation.



The University of Suffolk is a business embracing organisation committed to support business growth through innovation, enterprise and knowledge exchange.

The University are committed to delivering business-led Higher and Degree apprenticeships and meeting the needs of employers across Suffolk and beyond. Apprenticeships form part of the Institutional vision of empowering force for individual and community growth and development.

All of our apprenticeships are developed and regularly reviewed by our expert faculty, to ensure that the latest research and critical thinking is included to tackle the ever-changing organisational landscapes and challenges faced by leaders and their businesses.

#### Why choose us?

- Delivered by supply chain professionals for supply chain professionals
- We're part of a successful award-winning business group
- Regular entry points through the year, allowing you to start when it suits you
- Follow a business-led standard that develops your ability to creatively apply theoretical knowledge and understanding to real-life issues
- Study with experienced supply chain professionals and academics who all have substantial business experience
- Explore the latest research in strategic supply chain management and leadership to develop your business competence and confidence

#### **Benefits for employers**

- Use the apprenticeship levy to develop and train your people
- · Create an upskilled and more agile workforce
- The programme is designed by employers, for employers
- Tasks and projects focus on organisational improvement
- · Suitable for any industry or sector

#### For senor leaders and their families

- Develop key knowledge, skills, and behaviours
- Work-related activities recognised with a post graduate qualification and potential Master's degree (MBA)
- Align learning to personal and professional goals
- Excellent support structure
- No university fees



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