



MANAGEMENT OF LOGISTICAL SYSTEMS LAUSANNE 08

EXECUTIVE MASTER PROGRAM
CONTINUING EDUCATION

[HTTP://IML.EPFL.CH](http://IML.EPFL.CH)

« *CREATING SUPPLY CHAIN EXCELLENCE* »

**UP TILL NOW, IML HAS AWARDED MORE THAN 550 DIPLOMAS
TO STUDENTS REPRESENTING 65 NATIONALITIES**

GENERAL INFORMATION

PROGRAM SCHEDULE METHODOLOGICAL PROFESSIONAL

WHAT IS MANAGEMENT OF LOGISTICAL SYSTEMS?

The study program «Management of Logistical Systems» has been designed to provide all participants with the know-how, the competence and confidence necessary for the planning and implementation of logistical projects at the strategic as well as the operational levels.

- It is open to executives and future executives specifically interested in supply chain management ; some previous experience at executive level is required.
- It promotes research in Logistics.
- It contributes to the development of modern Logistics management methods and organizations.

The participants will develop a broad logistical culture based upon technical, economical and managerial knowledge enabling project evaluation to be made by adding considerations from an entrepreneurial point of view.

More than 550 graduates have already received the diploma from the International Institute for the Management of Logistics. An increasing number of high-level companies enhance the value of the IML education program and offer to the graduates a very diversified spectrum of job opportunities.

THE INTERNATIONAL INSTITUTE FOR THE MANAGEMENT OF LOGISTICS

IML is a partnership between the Ecole Polytechnique Fédérale de Lausanne, the Ecole Nationale des Ponts et Chaussées in Paris, the group AFT - IFTIM, and a large number of international industrial and service companies.

IML headquarters are located at the Ecole Polytechnique Fédérale de Lausanne, within the College of Management of Technology.

IML, THE PERFECT INTERDISCIPLINARY ENVIRONMENT

The globalization of markets and the internationalization of trade, force companies to adapt their research and development as well as their production and distribution structure. This has led companies to seek new highly qualified partners. IML offers a program which has a strong international character, due to a teaching body composed of a large number of professors and professionals from diverse walks of life and participants coming from all over the world. A wide range of problems and possible solutions are covered in theory as well as in practice.

The curriculum is based on an interdisciplinary approach, aimed specifically at the integration of technology and management, provided by lecturers from high level schools, universities, institutes of technology and specialists in technology management as well as professional experts. The teaching methods include interactive education and case studies.

The courses are taught in English in Lausanne at the Ecole Polytechnique Fédérale de Lausanne and in French in Paris at the Ecole Nationale des Ponts et Chaussées/AFT-IFTIM.

To maintain its position as one of the best European Masters in Logistics, IML invests heavily in research in close collaboration with a cluster of European universities and international companies, as well as large organizations acting in a broad spectrum of professional domains: high-tech, biotech, medical, life science, nanotech, services.

IML ALUMNI ASSOCIATION > [HTTP://WWW.IML-ALUMNI.ORG](http://www.Impl-alumni.org)

The IML Alumni Association constitutes the network of the graduates who have received the executive master degree from the international Institute for the Management of Logistics.



TEACHING

The program is:

- **organized by academic and professional experts**, under the control of an international pedagogical committee.
- **run by highly qualified professionals** active in education, consulting and management.

TARGET GROUP

The **executive master program** is open to participants holding a master degree in science, engineering, architecture, economics and management, or an equivalent university degree.

The **continuing education program** can be attended by scientists and professionals from academies as well as industries, service organizations and public administrations. Each module can be attended independently by participants with proven work experience.

HIGHLIGHTS

- The curriculum is based on an interdisciplinary approach, aimed specifically at the integration of technology and management.
- The program has a strong international character, which is given by professors and experts active in worldwide organizations.
- Teaching methods include theoretical approach and case studies.
- The curriculum integrates all of the challenges the logistician faces during his/her professional activities.
- Each module can be attended independently and is evaluated by a credit system which allows participants to follow the course over more than one session.
- The practical work can be realized in parallel with a professional activity.
- The program is organized in Lausanne and Paris. It is thus possible to be registered at one location, but attend the various modules according to dates and availability at either location.

DIPLOMAS

The participants who have successfully completed both the theoretical and the practical parts of the program will receive either a:

- **Executive Master in Management of Logistical Systems** - Switzerland - awarded by the Ecole Polytechnique Fédérale de Lausanne, or a
- **Mastère Spécialisé en Management de Systèmes Logistiques** - France - awarded by the Ecole Nationale des Ponts et Chaussées in Paris.

The Executive Master is recognized by the Conférence des Grandes Ecoles in France as a «Mastère Spécialisé en Management de Systèmes Logistiques». This title is also certified by the European Logistics Association.



THEORY

The theoretical program consists of 19 modules of 40 hours each, designed to enlarge the practical and methodological knowledge of the participants.

These modules cover the latest development in theory, tools and best practice in management and Logistics.

The subjects are tackled concretely by case studies presented by business professionals and are developed from a methodological point of view by professors from universities involved in the program.

At the end of the theoretical part, a qualifying exam synthesizes the material taught during the 19 modules.

PRACTICE

Once the theoretical part is successfully accomplished, students must accomplish a practical project within a company.

This project should be completed successfully over a minimum of 20 weeks. It gives students additional work experience and is also a prerequisite for obtaining the Executive Master.

The project goal is to carry out a practical study or research demonstrating high scientific capabilities, engineering knowledge and managerial skills. The project is operational and strategically oriented.

The practical project is supervised by academic staff. It is completed within a company or at one of the research units of the organizing academic partners.

The project is evaluated upon professional and academic value.

PROGRAM SCHEDULE

	Lausanne 08	Paris 08-09
Theory	January - June	September - January
Qualifying exam	June	February
Project	July - December	March - August

LANGUAGE

The program is given in English in Lausanne and in French in Paris.

Although the course is in English in Lausanne, in exceptional cases, French may be used in documents and lectures as well as on the occasion of industry visits. Therefore, knowledge of French language is an asset.



FEES

	Lausanne	Paris
Executive master program:	CHF 13.500 .-	Euro 11.000 .- (VAT included)
Continuing education (price per module):		
- IML Members (the first module is for free):	CHF 1.000 .-	Euro 800 .- (VAT not included)
- Non Members:	CHF 1.500 .-	Euro 1.200 .- (VAT not included)

APPLICATION

Executive master program: the candidates must send their application including a curriculum vitae, diplomas, certifications and reference letters before the final enrolment date.

The candidates' admission is based upon the analysis of a complete application file. The registration committee may invite a candidate for an interview.

Continuing education: the candidates must send the enclosed admission card.

FINAL ENROLMENT

	Lausanne	Paris
Executive master program:	October 31, 2007	June 6, 2008
non-Swiss residents (to allow for visa formalities)	August 31, 2007	

Continuing education: one month ahead of each module

MANAGEMENT

Lausanne		Paris	
	Prof. Francis-Luc Perret EPFL CDM IML Odyssea - Station 5 1015 Lausanne SUISSE T +41 21 693 24 65 F +41 21 693 24 89 francis-luc.perret@epfl.ch		Dr. Philippe Wieser EPFL CDM IML Odyssea -Station 5 1015 Lausanne SUISSE T +41 21 693 24 65 F +41 21 693 24 89 philippe.wieser@epfl.ch
			Prof. Corynne Jaffeux AFT.IFTIM - IML 30 rue de Paradis 75010 Paris FRANCE T +33 1 53 34 97 32 F +33 1 53 34 97 31 iml@aft-iftim.com
			Prof. Michel Fender ENPC 28 rue des St-Pères 75343 Paris cedex 07 FRANCE T +33 1 44 58 27 63 F +33 1 44 58 27 49 fender@paris.enpc.fr

INFORMATION AND ADMISSION

	Ximena Gutierrez EPFL CDM IML Odyssea - Station 5 1015 Lausanne SUISSE T +41 21 693 63 66 F +41 21 693 24 89 ximena.gutierrez@epfl.ch		Stanislaw Lorient AFT.IFTIM IML 30 rue de Paradis 75010 Paris FRANCE T +33 1 53 34 97 33 F +33 1 53 34 97 31 slorient.iml@aft-iftim.com
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METHODOLOGICAL KNOW-HOW

	Lausanne	Paris
M0 General accounting	09.01.08 - 11.01.08	03.09.08 - 05.09.08
M1 Logistics and project management	21.01.08 - 25.01.08	15.09.08 - 19.09.08
M2 Logistics and forecast analysis	04.02.08 - 08.02.08	29.09.08 - 03.10.08
M3 Designing the supply chain management	18.02.08 - 22.02.08	13.10.08 - 17.10.08
M4 Managing human resources in Logistics	03.03.08 - 07.03.08	03.11.08 - 07.11.08
M5 Logistics: processing and controlling	31.03.08 - 04.04.08	17.11.08 - 21.11.08
M6 Operation research in Logistics	05.05.08 - 09.05.08	01.12.08 - 05.12.08
M7 Modeling and simulation in Logistics	19.05.08 - 23.05.08	15.12.08 - 19.12.08
M8 Auditing the Logistics performances	13.05.08 - 16.05.08	12.01.09 - 16.01.09
M9 Total quality management and Logistics	28.04.08 - 30.04.08	26.01.09 - 30.01.09

PROFESSIONAL KNOW-HOW

P1 Logistical strategy	14.01.08 - 18.01.08	08.09.08 - 12.09.08
P2 Customer service	28.01.08 - 01.02.08	22.09.08 - 26.09.08
P3 Logistics and transportation systems	11.02.08 - 15.02.08	06.10.08 - 10.10.08
P4 Logistics of international trade	25.02.08 - 29.02.08	20.10.08 - 24.10.08
P5 Industrial production systems	10.03.08 - 14.03.08	10.11.08 - 14.11.08
P6 Logistics process and information systems	07.04.08 - 11.04.08	24.11.08 - 28.11.08
P7 Marketing and purchasing management	21.04.08 - 25.04.08	08.12.08 - 12.12.08
P8 Logistics and financial strategy	14.04.08 - 18.04.08	05.01.09 - 09.01.09
P9 Information technology for Logistics	26.05.08 - 30.05.08	19.01.09 - 23.01.09

HOLIDAY

Easter	17.03.08 - 28.03.08	
Ascension Day	01.05.08	
Whitsun Day	12.05.08	
All Saints' Day		25.10.08 - 02.11.08
Christmas		20.12.08 - 04.01.09



EXECUTIVE MASTER LAUSANNE / INSCRIPTION CARD

Documents required for enrolment:

- A motivation letter concerning the Executive Master «Management of Logistical Systems»
- Curriculum Vitae
- Certified true copies of certificates, university degrees and/or equivalent
- Copy of final university transcript or qualifications (final year of each course)
- Two reference letters
- Two recent photos

Personal information:

First name: _____ Last name: _____
Birth date: _____ Nationality: _____
Address: _____
Telephone: _____ E-mail: _____
Mother tongue: _____ Other fluent languages: _____

Professional information:

Current employer: _____ Current function: _____
Address: _____
Telephone: _____ E-mail: _____

I apply to the Executive Master in Management of Logistical Systems 2008. Upon graduation
I will authorize the above information to be published in the IML Alumni directory [] yes [] no

Place and date: _____ Signature: _____

CONTINUING EDUCATION LAUSANNE

To be mailed at least one month ahead of each module.

I want to register for the following module(s):

<input type="checkbox"/> M0 General accounting	09.01.08 - 11.01.08
<input type="checkbox"/> P1 Logistical strategy	14.01.08 - 18.01.08
<input type="checkbox"/> M1 Logistics and project management	21.01.08 - 25.01.08
<input type="checkbox"/> P2 Customer service	28.01.08 - 01.02.08
<input type="checkbox"/> M2 Logistics and forecast analysis	04.02.08 - 08.02.08
<input type="checkbox"/> P3 Logistics and transportation systems	11.02.08 - 15.02.08
<input type="checkbox"/> M3 Designing the supply chain management	18.02.08 - 22.02.08
<input type="checkbox"/> P4 Logistics of international trade	25.02.08 - 29.02.08
<input type="checkbox"/> M4 Managing human resources in Logistics	03.03.08 - 07.03.08
<input type="checkbox"/> P5 Industrial production systems	10.03.08 - 14.03.08
<input type="checkbox"/> M5 Logistics: processing and controlling	31.03.08 - 04.04.08
<input type="checkbox"/> P6 Logistics process and information systems	07.04.08 - 11.04.08
<input type="checkbox"/> M6 Operation research in Logistics	05.05.08 - 09.05.08
<input type="checkbox"/> P7 Marketing and purchasing management	21.04.08 - 25.04.08
<input type="checkbox"/> M7 Modeling and simulation in Logistics	19.05.08 - 23.05.08
<input type="checkbox"/> P8 Logistics and financial strategy	14.04.08 - 18.04.08
<input type="checkbox"/> M8 Auditing the Logistics performances	13.05.08 - 16.05.08
<input type="checkbox"/> P9 Information technology for Logistics	26.05.08 - 30.05.08
<input type="checkbox"/> M9 Total quality management and Logistics	28.04.08 - 30.04.08

Last name:

E-mail:

Function:

E-mail:

First name:

Private address:

Private tel:

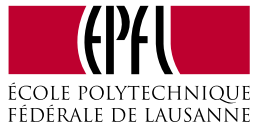
Company:

Prof. address:

Prof. tel.:

Tuition fee:
IML members: 1.000 CHF per module
Others: 1.500 CHF per module
A 20% discount can be obtained for companies sending several candidates.

PLEASE
STAMP



EPFL - CDM - IML
Odyssea
Station 5
CH - 1015 Lausanne

PLEASE
STAMP



EPFL - CDM - IML
Odyssea
Station 5
CH - 1015 Lausanne

MASTERE SPECIALISE PARIS / CARTE D'INSCRIPTION

Documents constituant le dossier de candidature:

- Une lettre de motivation
- Un curriculum vitae
- Les copies certifiées conformes des certificats, titres universitaires ou équivalents
- Deux lettres de référence
- Deux photographies récentes
- Un chèque de Euro 70.00 TTC pour frais d'inscription

Données personnelles:

Prénom: _____ Nom: _____
Date de naissance: _____ Nationalité: _____
Adresse: _____
Téléphone: _____ E-mail: _____
Langue maternelle: _____ Autres langues: _____

Activité professionnelle:

Employeur: _____ Fonction: _____
Adresse: _____
Téléphone: _____ E-mail: _____

Par la présente, je suis candidat(e) au Mastère spécialisé en Management de Systèmes Logistiques.
Après mon diplôme, j'autorise l'IML à publier les informations ci-dessus dans l'annuaire des diplômés
de l'IML [] oui [] non

Lieu et date: _____ Signature: _____

FORMATION CONTINUE PARIS

A retourner un mois avant le début du premier module choisi.

Je m'inscris au(x) module(s) suivant(s):

<input type="checkbox"/> M0 Comptabilité générale	03.09.08 - 05.09.08
<input type="checkbox"/> P1 Stratégie logistique	08.09.08 - 12.09.08
<input type="checkbox"/> M1 Logistics and project management	15.09.08 - 19.09.08
<input type="checkbox"/> P2 Service client	22.09.08 - 26.09.08
<input type="checkbox"/> M2 Logistique et analyse prévisionnelle	29.09.08 - 03.10.08
<input type="checkbox"/> P3 Logistique et systèmes des transports	06.10.08 - 10.10.08
<input type="checkbox"/> M3 Designing the supply chain management	13.10.08 - 17.10.08
<input type="checkbox"/> P4 Logistique des échanges internationaux	20.10.08 - 24.10.08
<input type="checkbox"/> M4 Gérer les ressources humaines en logistique	03.11.08 - 07.11.08
<input type="checkbox"/> P5 Systèmes de production industrielle	10.11.08 - 14.11.08
<input type="checkbox"/> M5 Logistique: processus et contrôle	17.11.08 - 21.11.08
<input type="checkbox"/> P6 Processus logistiques et systèmes d'information	24.11.08 - 28.11.08
<input type="checkbox"/> M6 Recherche opérationnelle en logistique	01.12.08 - 05.12.08
<input type="checkbox"/> P7 Marketing and purchasing management	08.12.08 - 12.12.08
<input type="checkbox"/> M7 Modélisation et simulation en logistique	15.12.08 - 19.12.08
<input type="checkbox"/> P8 Logistique et stratégie financière	05.01.09 - 09.01.09
<input type="checkbox"/> M8 Audit des performances logistiques	12.01.09 - 16.01.09
<input type="checkbox"/> P9 Information technology for logistics	19.01.09 - 23.01.09
<input type="checkbox"/> M9 Total quality management and logistics	26.01.09 - 30.01.09

Nom:

E-mail:

Activité:

E-mail:

Prénom:

Adresse privée:

Tél. privé:

Société:

Adresse prof.:

Tél. prof.:

Frais d'inscription:

Membres IML: Euro 800 HT par module

Autres: Euro 1.200 HT par module

Une réduction de 20% est appliquée à plusieurs participants provenant de la même entreprise.

AFFRANCHIR
SVP



AFT - IFTIM IML
30 rue de Paradis
F - 75010 Paris

AFFRANCHIR
SVP



AFT - IFTIM IML
30 rue de Paradis
F - 75010 Paris

MO GENERAL ACCOUNTING

M. Chambaz

Head of Controlling, EPFL
Alain Siegrist, Consultant

- Fundamental accounting mechanisms
- Presentation of financial statements
- Imperfections and dangers of the accounting information
- Information in the financial statements

M1 LOGISTICS AND PROJECT MANAGEMENT

Prof. F.-L. Perret

EPFL - Vice-President Planification et Logistique
Director IML
O. Jean, First Vice-President, BNP Paris

- System approach of Logistics organizations and processes
- Project management methods and instruments
- Mastering time, finance and resources
- Economical evaluation and multi-criteria analysis of logistical projects
- Modeling and simulation tools in Logistics
- Appraising and managing risk

M2 LOGISTICS AND FORECAST ANALYSIS

Dr. Ph. Wieser

Executive Director IML
V. Keller, Supply Chain Process Manager, Eaton
L. Fockety, SC Integration Manager, Swatch Group
K. Skalli, A. Maamar, S. Looks,
Logistics Managers Novartis
N. Gueissaz, Supply Chain Director, Nespresso

- Role and importance of forecasting methods
- Characteristics of chronological series
- Forecasting models, forecasting approach
- Practice and numerical models
- Applications and case studies
- Forecasting and demand analysis
- Integration of forecast within SCM (flows & process)

M3 DESIGNING THE SUPPLY CHAIN MANAGEMENT

F. Tellarini

Managing partner GEA
G. Fascina, Partner, GEA
S. Pellandini, Senior Consultant, GEA
M. Chinello, Consultant, GEA

- Everything you should know about supply chain management
- Managing variety in the supply chain
- Designing the supply chain: the hardware side
- SCM in the fast moving consumer goods, in the durable goods and in the textile industry
- Software revolution in the supply chain, new trends
- Case studies: Barilla, Sport Obermeyer

M4 MANAGING HUMAN RESOURCES IN LOGISTICS

Dr. R. Sauter

Managing Director, STS SA
A. Lenz, Consultant,
F. Reinartz, Consultant

- Analyzing leadership styles
- Managing communication and conflicts
- Negotiation
- Stimulation of group dynamics
- Managing in a matrix organization
- Motivating a project team



M5 LOGISTICS: PROCESSING AND CONTROLLING

Dr. J. Roure

Logistics Consultant
M. Chambaz, Head of Controlling, EPFL
Alain Siegrist, Consultant

- Logistics business process activities (J. Roure): Methods and models of decomposition through process activities
- Product Costing (M. Chambaz - M. Siegrist): Full Costing - Direct Costing - Standard Costing - Activity Based Costing - Target Costing
- Supply Chain Controlling (J. Roure)

M6 OPERATION RESEARCH IN LOGISTICS

Prof. A. Hertz

Professor, Ecole Polytechnique, Montreal, Canada
Dr. D. Costa, Nestec Ltd, Vevey
Dr. Ph. Solot,
Manager AICOS Technologies AG, Basel
Dr. N. Zufferey, Université Laval, Québec, Canada

- Standard operations research models and optimization methods for decision making
- Production planning and management
- Sequencing and scheduling production
- Classification of transportation problems
- Solution methods for pick up and delivery problems
- Software applications

M7 MODELING AND SIMULATION IN LOGISTICS

Prof. Th. M. Liebling

Professor EPFL SB IMA ROSO
Dr. A-M. Nogareda, CODICE
Prof. M. Bierlaire, ENAC INTER Trans-OR
Emma Frejinger, ENAC INTER Trans-OR
Carolina Osorio Pizano, ENAC INTER Trans-OR

- Modeling strategic and operational decisions
- Simulation methods for deterministic and stochastic situations
- Mathematical toolbox and computer aided modelling
- Simulation: models and languages, validation and experiences planning for result analysis
- The PROMODEL simulator

M8 AUDITING THE LOGISTICS PERFORMANCES

Dr. Ph. Wieser

Executive Director IML
X. Gutierrez, Scientific adviser, IML

- Audit of logistical performances
- Warehousing systems
- Visits of companies
- Visits of logistical platforms under leadership of professionals

M9 TOTAL QUALITY MANAGEMENT AND LOGISTICS

J.C. Broët

Consultant, XL Consultants
E. Azelart, XL Consultants
A. Paladino, SOPROGEM, L'Oreal Group
R. Aubry, SGS-ICS

- Quality for corporate competitiveness
- Introduction to quality standards
- Process management in ISO 9001
- Quality scheme deployment in the company
- Quality improvements in daily activities
- ISO 9000 Certification



P1 LOGISTICAL STRATEGY

Prof. M. Fender

Professor ENPC and Co-Director of IML Paris,
 President of production Management ENPC
 M. Delapierre, CNRS, Nanterre University

- The strategic drivers on the value chains and the impact on the Supply Chains
- The strategic components of Supply Chain Management on a global level
- The principles for designing the Supply Chain organizations
- The evolution of manufacturing strategy and the design of the Supply Chains
- The model of global Logistics
- The different levels of logistics maturity: from Logistics to Supply Chain Management

P2 CUSTOMER SERVICE

Prof. M. Dubosson Torbay

Marketing Professor, HEG, Geneva
 D. Tixier, Marketing Professor, ESSEC, Paris
 H. Mathe, Production and Operations Management Professor, ESSEC, Paris

- Strategic Management of Customer Service
- Designing a Strategic Service Vision
- Service Productivity and Quality Challenge
- Growing and Expanding Service Activities
- Organization of logistical support of customer services

P3 LOGISTICS AND TRANSPORTATION SYSTEMS

Prof. M. Savy

Professor, Université Paris 12
 and Ecole Nationale des Ponts et Chaussées (Paris)
 Director, Observatory of Transport Policies and Strategies in Europe

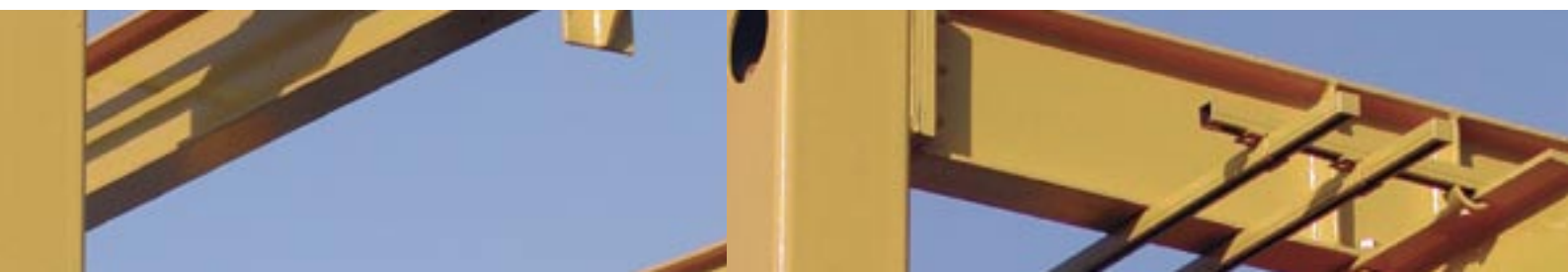
- Place and role of freight transport in Logistics operations and in Logistics management
- The nature of freight transport: service or manufacturing industry?
- Transport as a process and as a system
- Transport consumption and demand
- Transport production and production: modal split, structure and functioning of transport industry
- Freight transport, external effects and political framework
- Logistics management of transport: criteria for outsourcing, choice of suppliers, type of contract, purchasing methodology
- International comparisons, perspectives

P4 LOGISTICS OF INTERNATIONAL TRADE

Dr. M. Orthlieb

Senior Economic Officer, UNCTAD, Geneva
 Dr. J. Hoffmann, Economic Affairs Officer
 Dr. P. Faust, Principal Economic Officer
 Dr. R. Asariotis, Legal Affairs Officer

- International trade and transport, scope for Logistics
- The international trade transaction, incoterms, payment methods, risk, liability and insurance
- Basic concepts on customs, harmonized system, customs clearance process, automatization of procedures
- Review of key features related to the operation of transport modes and interfaces
- The organization of Logistics services
- Case studies



P5 INDUSTRIAL PRODUCTION SYSTEMS

Prof. R. Glardon

Professor EPFL IPR LGPP
Dr. M. Cheikhrouhou EPFL IPR LGPP
Dr. J.-M. Fürbringer EPFL IPR LGPP
Dr. C. Hachen, Parker Lucifer SA, Geneva
L. Canetta, EPFL IPR LGPP

- New constraints and objectives in the industrial production
- Typology of production systems
- Inventory management under uncertainty
- Principles of production, planning and control
- JIT and hybrid industrial flow management

P6 LOGISTICS PROCESS AND INFORMATION SYSTEMS

S. Riboni

SR Consulting
M.A. Siegler, Neo Technologies, Project Manager
J.F. Nicollier, EMS SA, Nyon

- Information systems strategy definition
- Enterprise applications (ERP, CRM, SCM,...)
- e-business and Logistics
- IS projects: from strategy to implementation

P7 MARKETING AND PURCHASING MANAGEMENT

Prof. B. Calisti

Professor EM-Lyon
B. Cova, Professor EAP-ESCP, Paris
J. Belabidi, Procter and Gamble International

- Purchases global sourcing - define requirements - investigate material sources - developing sourcing plan - negotiation.
- Introduction to marketing and global competition - Marketing decisions and Service Marketing - Value chain and supply chain management - Customer value and RPP concept - Markets as networks
- Project Marketing and Milieu analysis - Offering strategies Screening and project entry mode - Solution selling

P8 LOGISTICS AND FINANCIAL STRATEGY

Prof. Ph. Raimbourg

Université Paris I – Panthéon-Sorbonne
M. Leuthold, Managing Director, UBS SA

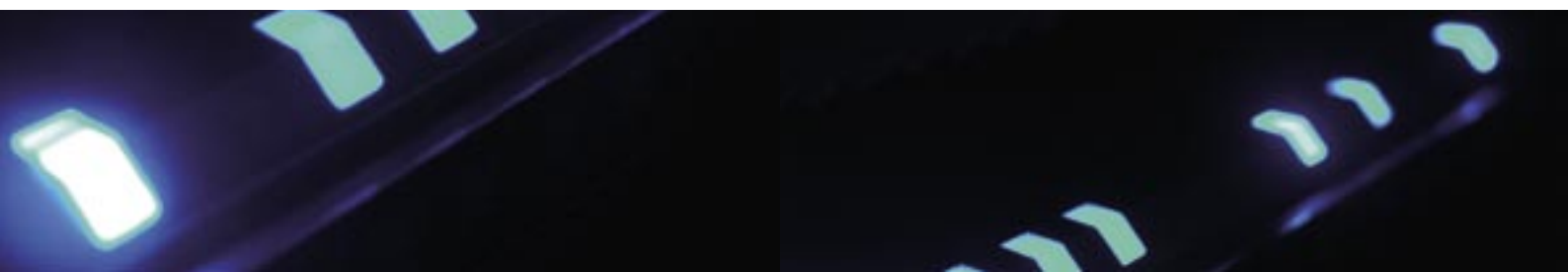
- Capital structure
- Financial analysis of the company: financial function, financial evaluation, indicators
- Market valuation of the company
- Financing the companies
- Information in the financial statements
- Securitization

P9 INFORMATION TECHNOLOGY FOR LOGISTICS

F. Spoletti

Partner Accenture
Dr. L. Battezzati, Visiting Professor of Operations, Politecnico di Milano
C.J. Ruijgrok, Professor, Delft University
A. Wahli, Project Manager, Nestlé

- Enterprise information systems (ERP)
- Supply chain management systems: planning and execution
- Customer relationship management systems
- Datawarehouse systems
- Distribution case study
- Manufacturing case study
- RFID (Radio Frequency Identification)



ACADEMICAL MEMBERS

ENPC - Ecole Nationale des Ponts et Chaussées, Paris
EPFL - Ecole Polytechnique Fédérale de Lausanne
EURONiL - European University Research and Operations Network in Logistics (Katholieke Universiteit, Leuven, Belgien, Cranfield University, UK, De Montford University, UK, Dortmund University, Germany, Eindhoven Technical University, The Netherlands, EPFL, Switzerland, Linköping University, Sweden, Science Policy Research Unit, Sussex University, Southampton University, UK, Stanford University, USA)
AFT - Association pour le développement de la Formation professionnelle dans les Transports
IFTIM - Institut de Formation aux Techniques d'Implantation et de Manutention
eivd - Ecole d'ingénieurs du canton de Vaud
ETHZ BWI - Betriebswissenschaftliches Institut, Zürich
Formazione Assindustria Trento
Groupe Enoes
HEC - Ecole des Hautes Etudes Commerciales de l'Université de Lausanne
HEG - Haute école de gestion de Neuchâtel
Paris II - Université Panthéon - Assas
Supply Chain Council
Université de Laval - Québec
Université de Gênes - Italie

PROFESSIONAL MEMBERS

BlueBotics SA	Hydro Aluminium
Bobst Group	IMMTA
Bulgari	Linde AG
Cap Gemini Ernst & Young	Logitech
Caran d'Ache	Luxury Timepieces International
CBFR - Consulting Board Formazione e Ricerche	Medtronic Europe
Centre patronal vaudois	Metalor
CERN	Nespresso
Charmilles Technologies	Nestlé / Nestec
CICG	Novartis Crop Protection
Credit Suisse	Omega
CVCI	Panalpina Transport
DDPS	Philip Morris
Deloitte	PIT
DEV - Développement Economique Vaud	Richemont International
DHL	Richemont International Distribution
Essilor	Rolex
Filtrona Suisse	Schiltknecht Consulting Group
Firmenich	Services Industriels de Genève
Galexis	SGS Supervise (Suisse)
GEA Consulenti Associati	Swisslog
Geodis	Swissport
Groupe PP Holding	Tedior sarl
GSI	Tradall
Holcim	UBS
HP-Compaq	UNCTAD





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ET CHAUSSEES ET PAR LE GROUPE AFT-IFTIM



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