



The PMAC Partnership, a partnership between the National office and the Provincial and Territorial Institutes of the Purchasing Management Association of Canada, invites you to participate in the following webinars (online conferences):

- “Financial Statements for Supply Chain Management Professionals”, by Dan Georgescu on Wednesday, February 8<sup>th</sup>, 12:00 p. m. to 1:00 p.m., Eastern Standard Time
- “The Smarter Supply Chain of the Future”, by Robert Angel on Wednesday, February 22<sup>nd</sup>, 12:00 p.m. to 1:00 p.m., Eastern Standard Time
- “Maximizing Teamwork”, by Robert Greene on Wednesday, February 29<sup>th</sup>, 12:00 p.m. to 1:00 p.m., Eastern Standard Time

### **About the National Webinars:**

## **1. Financial Statements for Supply Chain Management Professionals**

**Wednesday, February 8<sup>th</sup>, 12:00 p.m. to 1:00 p.m., EST**

In the current complex and dynamic business environment it is paramount that each company department proves how well it is contributing to the overall corporate business value. The Supply Chain Management professionals (SCMP) have been traditionally seen as focused only on the cost side of the profit-and-loss equation. To speak the corporate financial language, supply chain managers must extend their knowledge in the areas of finance and accounting.

By the end of the workshop, participants should be able to:

- Understand the scope and role of financial statements and learn how to retrieve the financial statements of public companies.
- Review and analyze the financial statements of a company (supplier, customer, or competitor) as they are key sources of information for financial decisions.
- Identify red/green flags in the financial statements.

### **About the Speaker**



Dan Georgescu is the PMAC's Principal Educational Strategy Consultant, In-Residence Week Lead Instructor, the Chair of the PMAC Content Review Round Table and the Chair of the Instructor Support Committee. He is also involved with Ontario Institute of PMAC, as one of the educational developers of the Diploma in Procurement and Supply Chain Management. Georgescu currently works in Global Purchasing for Ford Motor Company of Canada, where he is in charge of supplier development for over 600 suppliers of the Oakville Assembly Complex.

He graduated with the Gold Medal for Academic Excellence from the Wilfred Laurier MBA program in 2006. Georgescu holds a Master of Science Degree in Engineering and he has a certified Six Sigma Black Belt and he is also a Professional Engineer.

On February 23, 2007 Georgescu published "Making Supply Chain Design the Rational Differentiating Characteristic of the OEMs" in the International Journal of Production Research. His research interests are: Knowledge Propagation in the Value Chain and Supplier Development as a Sustainable Competitive Advantage.

### **Information and Registration**

**This webinar costs \$120 for PMAC members and \$145 for non-members,** plus applicable sales tax. If you are a Supply Chain Management Professional designation holder with PMAC, you may be eligible for continuous professional development maintenance credits.

**To register, please [click here](#)**

**OR**

**Contact Bria Weaver, Assistant, Professional Programs, at [bweaver@oipmac.ca](mailto:bweaver@oipmac.ca) for more information.**

If you would like to see a listing of all the webinars offered by the PMAC Partnership, please visit <http://www.pmacpartnership.ca>.

## **2. The Smarter Supply Chain of the Future**

**Wednesday, February 22<sup>nd</sup>, 2012, 12:00 p. m. to 1:00 p.m., EST**

As a supply chain professional, you face significant challenges in the next couple of years from an increasingly challenging business environment. This webinar gives a brief view of what this can mean for the supply chain and then suggests approaches to forging a smarter supply chain by mitigating and managing risks inherent in such a dynamic environment.

Specifically, the webinar discusses supply chain strategy relevance to your organization's business needs affecting all supply chain functions, for example - purchasing, logistics, materials handling, distribution, and other functions.

The webinar will help supply chain professionals to understand a topic that can make all the difference between failure and success in their own departments, but has rarely been available to supply chain professionals in the past.

### **About the Speaker**



Robert Angel, MBA, CA is president of the Gilford Group Limited, which he founded in Toronto in 1985. Bob has built a reputation as a consultant and pioneer in marketing and organizational performance by helping major organizations put innovative strategies into practice. He specializes in social networks, service delivery, branding, performance strategies, and culture change as well as value chains, risk, business intelligence, and enterprise performance. Formerly he was marketing manager with two major technology companies and CFO in three multinational companies.

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## **3. Maximizing Teamwork**

**Wednesday, February 29<sup>th</sup>, 2012, 12:00 p. m. to 1:00 p.m., EST**

This webinar will illustrate the significant importance of creating and building synergistic teams. Value can be added throughout the supply chain by having teams that truly comprehend the value of working together and improving team performance. Participants will be introduced to different tools and strategies in maximizing teamwork and increasing team synergy.

The following learning outcomes and topics will be facilitated in the webinar:

- Different types of successful supply chain teams
- Teambuilding 101
- The characteristics of high performance supply chain teams
- Stages of synergistic team development
- Maximizing team building strategies
- Challenges with improving team performance
- Dealing with team conflict

### **About the Speaker**



Professor Robert Greene is a tenured business professor at Niagara College, who has successfully obtained two business diplomas from Seneca College, a Bachelor of Commerce Degree from Ryerson University and a Master of Business Administration (MBA) Degree from the University of Calgary.

Professor Greene also runs his own consulting practice providing operations management solutions, seminars and workshops for domestic and international firms. Having had the great fortune of travelling and working abroad, Professor Greene has enjoyed working with clients across Canada and in the People's Republic of China. He has also gained recognition as an enthusiastic and progressive facilitator, demonstrating his skills at workshops and courses for the Ontario Institute of The Purchasing Management Association of Canada.

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