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## EDITORIAL



*SUPPLY CHAIN AND LOGISTICS IN VIETNAM IS BOOMING. WE GREATLY NEED QUALIFIED PEOPLE WHO HAVE A GLOBAL VISION OF SUPPLY CHAIN MANAGEMENT AND LOGISTICS AS WELL AS A GOOD UNDERSTANDING OF ITS VALUE AND IMPACTS ON QUALITY SERVICES AND GOODS*

**MS. NGUYEN THANH NGA**  
**HR DIRECTOR, DECATHLON**

*BOLLORE LOGISTICS, HEADQUARTERED IN FRANCE AND SET UP IN VIETNAM 25 YEARS AGO, IS THE KEY PARTNER OF MULTINATIONAL AND MEDIUM SIZE COMPANIES WITH IMPORT / EXPORT ACTIVITIES AND LOCAL LOGISTICS NEEDS. IN A VERY DYNAMIC VIETNAM MARKET, WE BOLLORE LOGISTICS ARE IN CONSTANT NEED OF SKILLED AND TALENT PEOPLE TO ACCOMPANY OUR GROWTH AND SUPPORT OUR CUSTOMERS IN THEIR DAILY CHALLENGES*

**MS ASTRID VANIER**  
**GENERAL MANAGER - SALES**  
**AND DEVELOPMENT, BOLLORE LOGISTICS**

Today, successful companies rely on the skills of supply chain management professionals to keep their goods and services flowing to the marketplace quickly, efficiently, and as cost-effective as possible. Supply chain management is a bright spot among up-and-coming careers, with employment opportunities in a wide variety of industries, in firms of all sizes. Impressive job prospects aside, training and qualifications will help in tackling sectors challenges.

Our Master in Supply Chain Management program is unique in Vietnam, because in addition to a core competency of knowledge in the basics of supply chain management, such as distributions strategies, planning, and procurement.... it offers graduates state-of-the-art methods and techniques in strategy, planning, sourcing, sales support, and customer service, as well as advanced techniques and skills in technology issues, key trends and tactics. Our excellent faculty is blended

with European high-ranked professors and top industrial leaders in Vietnam, which enable students to obtain a thorough theoretical framework and practical industrial insights at the same time.

The program is operated in Vietnam under a strong partnership between CFVG Business School with Excellence in Management Education and Sorbonne Graduate School, IAE, a well-deserved reputation as an outstanding business school in France. Upon graduation, graduates received the Master in Supply Chain Management awarded by IAE Paris as delegated by Panthéon Sorbonne University - M2 degree according to French Education System.

Supply chains are fast-moving and demanding. We expect candidates who show special interest to this increasingly significant industry, and find it an ideal career choice. If the program matches your interests, we're looking forward to welcoming you!



Prof. Frédéric Gautier  
SCMM Scientific Director



# MASTER IN SUPPLY CHAIN MANAGEMENT (MSCM)

THE 1ST INTERNATIONAL MASTER PROGRAM IN SUPPLY CHAIN MANAGEMENT IN VIETNAM

# A PREMIUM PROGRAM PROVIDED BY PRESTIGIOUS ACADEMIC INSTITUTIONS



## PROGRAM OBJECTIVES

- Focus on design and analysis of supply chains for companies and organizations
- Efficient management and coordination of supply chains
- Learn to measure, evaluate and control the quality of supply chain processes
- Discussions of recent issues in SCM with experts from the industry

## KEY FACTS

- **Duration: 18 months**
- **Part-time program**

- Specialized Master degree awarded by prestigious IAE Paris, Panthéon Sorbonne University.
- Pioneering program that combines cutting-edge expertises, practical approach and innovative learning.
- A program taught by a world-class, up-to-date faculty.
- Strong professional network comprising various working levels in a wide range of business sectors.

## IAE PARIS, PANTHÉON SORBONNE UNIVERSITY

<http://www.iae-paris.com/>

IAE de Paris gives our students the professional skills they need to succeed as leading executives in a fast-changing global economy.

- The Sorbonne Graduate Business School is at the cross road of academic excellence and corporate reality
- A strong focus on executive education – 80% of students are business professionals
- A full range of graduate business and management programs, with general (Bachelors, MBAs, Masters) and research-based programs.
- Excellent global outlook with various international programs, taught in Paris and thirteen other countries
- About 800 international students welcome each year, and the close network of partnerships with foreign universities.

## CFVG ( FRENCH VIETNAMESE CENTER OF MANAGEMENT)

[www.cfv.org/](http://www.cfv.org/)

25 years pioneer in higher education in Vietnam

- A leading management education institution found by the French Ministry of Foreign Affairs (France) and Ministry of Education and Training (Vietnam) since 1992.
- Operated by CCI Paris, with the largest network of business schools and huge teaching resources in Europe.
- Located Vietnamese partners are National Economics University and Ho Chi Minh City University of Economics.
- Holding partnership with highly prestigious business schools & Universities in Europe.
- Strong links with prestigious employers and professional bodies in Vietnam



# COURSE CURRICULUM

THE CURRICULUM IS SPECIFICALLY DESIGNED TO PREPARE STUDENTS FOR ADVANCEMENT IN SUPPLY CHAIN MANAGEMENT CAREERS.

**Corresponding to international standards, the learning content is structured with 5 components:**

- 12 core modules with international academic professors
- Focus hours with local high-ranked experts
- Professional seminars in Vietnam
- International Seminars in Paris
- Consultancy Project



## 12 CORE MODULES

### 1. Developing the supply chain

The seminar discusses the issues of global supply chain management through case studies and a business game. The objective of the seminar is also to introduce the training objectives and develop a group dynamic.

### 2. Operations strategy and supply chain management

The seminar discusses the role of the supply chain in the competitive advantage of firms and analyses the main structural decisions relating to supply chain (inventory, location and transport strategies). Starting with customer service, the course is based on the value chain theory and the resource-based view.

### 3. Supply chain management and corporate finance

The seminar discusses the methods and metrics for measuring and evaluating the performance of supply chains: cost management, budgeting, cost management, scorecards. Specific topics related to supply chain such as inter-firm cost management are introduced.



### 7. Supply chain and performance management

The seminar aims to analyze the financial consequences of logistics operations in terms of profitability and cash-flows. The concept of finance supply chain is introduced in order to present the idea of supply chain integration as interrelated events that impact working capital, payment terms, pricing, and inventory.



### 8. Planning, coordination and control in the supply chain

The seminar discusses the methods required and the software required for planning and controlling the supply chain: material requirement planning (MRP), distribution requirement planning (DRP). Forecasting logistics requirements, inventory policy decisions, purchasing and supply scheduling decisions and storage and handling decisions are introduced.

### 9. Marketing and distribution management

Starting with the analysis of customer service, the seminar discusses the consequences of the marketing mix on the supply chain. The different strategies, networks and structures of distribution management are introduced.

### 4. Project Management

The seminar discusses the organization and objectives of project management within a firm or between firms. The different stages of the project are introduced: project initiation, project planning, project execution and completing the project. The question of international projects is presented.

### 5. Lean management, continuous improvement and operations excellence

The seminar discusses the methods (Total Quality Management, kaizen, sigma, lean supply chain...) required for continuous improvement of logistics management and presents the analysis of organizational change.

### 6. Globalization and corporate strategy

The seminar discusses the various aspects of globalization (law, economics, geopolitics...) in order to understand the corporate strategy and organization of firms. The objective of the seminar is to understand that the consequences of the present environment impact the scope and the organization of operations.

### 10. Corporate social responsibility and supply chain

The seminar discusses the concept of corporate social responsibility and its consequences on the management of the supply chain. International standards on CSR are introduced and the course analyses the consequences on the strategy and the organization of the supply chain

### 11. Sourcing strategies and supply chain

The seminar discusses the economics of sourcing based on a transaction costs perspective. It introduces the analysis of the management and consequences of the different types of contracts with suppliers (long term arrangements versus one shot contracts). The consequences of international sourcing are also discussed

### 12. Operational research in supply chain management

The seminar discusses the different models provided by operational research in order to optimize decisions in the supply chain. Order processing, transport, inventory, storage and handling models are presented and case studies based on MS Excel are done.

# A GREAT MIXTURE OF ACADEMIC EXCELLENCE WITH HAND-ON AND PRACTICAL EXPERIENCE

## FOCUS HOURS WITH LOCAL HIGH-RANKED EXPERTS

The 30-hour modules include 24 hours with international faculty and 06 focus hours with high-ranked managers and experts of the fields in Vietnam. During focus hours, student will benefit from the hand-on and practical experience of industrial experts. They will be able to engage in the interactive Q&A sessions and exchange opinions with successful professionals.

## INTERNATIONAL SEMINAR IN PARIS FRANCE

A 02 week study trips in Paris is compulsory for students in the 2nd year. Beside, attending a module hosted at IAE Paris, students will obtain an intense international experiences with professional seminars and corporate visits, enabling students to explore the industrial context at international level. At the same time, students have opportunity to enjoy cultural tours in Paris and around Europe.

## PROFESSIONAL SEMINARS IN VIETNAM

Professional seminars are organized by the program on regular basis to join the international professors and industrial experts for an in-depth discussion about a certain topic. These seminars are open to students and also other professionals in the fields to create a real open talk, discussions and exchange ideas on the related issues. In addition to that, these events also facilitate networking and partnership among participants from various professional roles across industries.

## RESEARCH AND CONSULTANCY PROJECT

The objective of the seminar is to help participants formalizing a research question in supply chain management based on existing literature. The seminar presents methods for collecting and analyzing data. The seminar is the first step in the consultancy project of the participants.

## COURSE ORGANIZATION

**24**  
Lecture Hours

taught by foreign professors cover the knowledge base of different marketing fields. Students will gain the latest expertise and form a powerful foundation for career advance.

**6**  
Focus Hours

are delivered by leading professionals who bring to classes real-world projects with a rich source of practical ideas and perspectives.

### COURSE SCHEDULING

1 week/ month

#### HANOI

- Thursday/Friday:  
18h00 - 22h00
- Saturday/Sunday:  
08h30 - 12h30  
14h00 - 18h00

#### HCMC

- Monday to Friday:  
17h45 - 21h15
- Saturday :  
09h00 - 12h00  
13h00 - 17h00

## FACULTY

The program is taught by distinguished faculty members of IAE Paris and other schools. As accomplished and passionate researchers, they constantly draw on their research to enhance their classroom teaching. Many of them have backgrounds as leading business practitioners and/or are also corporate consultants in high demand.

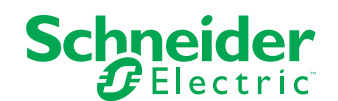
- **Clive Gallery** CEDEP (Executive Education), INSEAD
- **Cristine Triomphe** Sorbonne Graduate Business School (IAE Paris), Université Paris 1 Panthéon-Sorbonne
- **Damien Mourey** Sorbonne Graduate Business School (IAE Paris), Université Paris 1 Panthéon-Sorbonne
- **Elisabeth Albertini**, Sorbonne Graduate Business School (IAE Paris), Université Paris 1 Panthéon-Sorbonne
- **Eric Pezet** University of Paris Ovest
- **Frédéric Gautier** Sorbonne Graduate Business School (IAE Paris), Université Paris 1 Panthéon-Sorbonne
- **Jean-Pierre Helfer**, Sorbonne Graduate Business School (IAE Paris), Université Paris 1 Panthéon-Sorbonne
- **Nathalie Lallemand-Stempak** Sorbonne Graduate Business School (IAE Paris), Université Paris 1 Panthéon-Sorbonne
- **Nicolay Tchernev** Business School of Management, Auvergne University
- **Pierre Féliès** Université Paris Ovest
- **Ouidade Sabri** Sorbonne Graduate Business School (IAE Paris), Université Paris 1 Panthéon-Sorbonne
- **Stéphane Saussier** Sorbonne Graduate Business School (IAE Paris), Université Paris 1 Panthéon-Sorbonne
- **Sylvain Lenfle** Conservatoire National des Arts et Métiers (CNAM)

## CORPORATE PARTNERS

Vietnam Supply Chain Community is the leading independent and truly not-for-profit platform for 10,000+ supply chain professionals in Vietnam and South East Asia to learn, share, and network effectively. Vietnam Supply Chain is the most dynamic supply chain knowledge sharing center in Vietnam. Vietnam Supply Chain Community offers different types of activities to different user groups from top management to entry level executives.



*In addition, high-ranked and experienced industrial experts are involved in teaching the program. This ensures our students benefit from strong links with the business world, and that our programs remain up-to-date with current and emerging management practices.*





## \*TUITION FEE

- CFVG's programs are partly subsidized by the French Ministry of Foreign Affairs and Vietnam Ministry of Education and Training.
- Tuition fee is payable in 4 installments.

## ABOUT CFVG

French Vietnamese Center for Management Education (CFVG) is founded in 1992 by the Vietnamese government (Ministry of Education and Training) and the French government (Ministry of Foreign Affairs) in Vietnam, and is operated by the CCI Paris Ile-de-France at National Economics University in Hanoi and University of Economics in Ho Chi Minh City.



To apply for SCMM program, you must complete the online application form at: [www.cfv.org](http://www.cfv.org)

### To process your application we require:

- A printed version of your fully completed online application form.
- A detailed résumé
- A cover letter
- At least one recommendation letter
- Certified copies of degrees & transcripts
- 1,050,000 VND for the registration fee (non refundable)

### Admission process:

March: Start online pre-application at: [www.cfv.org](http://www.cfv.org)

March: Application Deadline

March: Selection Interview

May: Program Opening

OVER 20 YEARS OF SUCCESS IN VIETNAM, CFVG NOW PLAYS A LEADING ROLE IN MANAGEMENT EDUCATION IN VIETNAM WITH:

### CENTERS

Hanoi: National Economics University  
 HCMC: University of Economics Ho Chi Minh City

### DIVISIONS

MBA, Specialized Masters (Finance/Marketing), Executive Education & PhD program

### COURSES

taught by international professors

### NEW

students / year

### CURRENT

students / year

### ALUMNI

### MEMBER OF



## ENTRY REQUIREMENT

The program is intended for business professionals with a strong interest in marketing and sales. They have work for 2-5 years, with a solid business background and can show a good academic base to succeed in the program. Participants are expected to be ambitious, intelligent, personable and dedicated to their profession. They should have a strong motivation for professional enrichment and career advancement in supply chain management field such as transportation, logistics, purchasing, warehouse, inventory...

\* Tuition fee is valid for 2016 and may change from 2017

AROUND  
 2  
 4  
 100  
 300  
 610  
 2500+