
SOURCING, OPERATIONS AND MANUFACTURING IN INDIA

Sourcing and Operations teams today engage increasingly with low cost countries to reduce cost and transfer industrial operations. India, by its future position as the country with the world's largest population, based on democratic institutions and solid English communication skills will quickly become a significant partner for both business and know how exchange in the expansion of Western European companies and represent a complementary approach to China.

As India has a very different culture as compared to Western Europe, it is important for us to understand and incorporate key elements of said culture if we want to be able to create ideal conditions for strong business relationships with Indian suppliers, partners and future clients.

AREAS COVERED:

- General in depth information about country, history, economy, culture, trends & markets to understand how India thinks, works and evolves
- Key sectors of interest for sourcing, operations and manufacturing in India
- Applying practical knowledge of doing business in India in view of India's business practice and framework, current and future issues and challenges
- Legal issues, trading requirements and commercial and social standards of the country and how they can affect business and trade
- Work on practical cases and concrete issues arising out of sourcing and operations activities in India
- Exchange of experiences and tips for specific concerns of participants together with our guest speakers

The conference will begin with an introduction to India and its culture, its history and country profile. Next the country physical and intellectual assets will be overviewed (key minerals, finished goods, raw materials, talent pool etc). We will then cover a variety of the most important business aspects to consider before entering India, which will help you to be better prepared to the actual mind set and ethics in the Indian business world. Legal and administrative environment will round up the information round.

Based on several exercises around cultural attributes and social culture, we will make you understand the codes, practices, and ways of communication practiced with Indian people. We will then study typical concrete cases for sourcing & buying, outsourcing and building a production site in India. The conference will address specific questions and issues of the participants in regards to India via an active exchange between participants and the speaker panel.

WHO SHOULD ATTEND:

- Purchasing and Supply chain/Operations executives, Managers, Directors
- Sourcing Managers
- General & Business unit Managers in business relationship with India

TRAINERS:

Manish Kukreti, Indian. Project manager, Big Fish India.



He started his career in training and management in the Indian Army. Conducted various seminars and trained people in different aspects of Supply Chain Management and Managing Resources. He was chosen to be an Instructor in the Elite Management and Training Academy where he took the responsibility of leading more than 1800 people while managing the Training, Development of Organization, Management, Resources and Motivation. He is a Coach and Trainer for the last nine years. He has travelled extensively across India and has vast experience in the Indian Sub Continent in diverse cultures, religions and human understanding. He did his International MBA from Reims Management School, France and is actively involved in business development between Europe and India in the field of Services, Purchases and Manufacturing.

Vanessa Lehmann-Mensior. Attorney-at-law

Vanessa Lehmann-Mensior graduated from the Paris II Panthéon-Assas University at the top of her class (DESS post-graduate degree in Labor Relations Law and Practices) in 1996, joined Barthélémy & Associés in 1997 and at the same time obtained her license to practice law in France. In 1998 Ms. Lehmann-Mensior joined the Paris office of Frere Cholmeley Eversheds where she was involved in the creation of a labor law department. In this capacity she provided numerous English-language services in the field of French labor law (e.g. for the American Bar Association, the Employment Law Alliance, the Human Resources Summit, the Society of Human Resources Management and MBA courses). At the end of 2001, Ms. Lehmann-Mensior became one of BRL's founding partners. She practices counsel and litigation at the firm and offers clients the benefit of technical expertise in labor law, experience gained from lecturing in law and openness to cases with international aspects.

Jean Claude Aymard. Chief Executive Officer

Graduate engineer of ESIM (centrale Marseille) and of MBA Paris I, Jean Claude Aymard was in 1979 for 3 years the managing director for APCE, the French national agency for the creation of new businesses, established by the prime minister Raymond Barre, then worked as general manager in different businesses, as UNISYS, SG2, EDS. From 1999 to 2003, he was the Vice President of NORTEL networks including CEO of MATRA. Since 2003, Mr. Aymard is the CEO of Capital Transition Services, dealing with M&A and strategy consulting between India and France. He has consequently developed an extensive knowledge of business and culture relationships between France and India.

Tous les Détails pour Participer:

Si vous souhaitez plus d'informations sur le séminaire **SOURCING, OPERATIONS, MANUFACTURING IN INDIA** qui se déroulera le 21 octobre 2008 à Paris, merci d'écrire à Dorothée Défontaine : dorotheedefontaine@e-bigfish.com ou d'appeler au + 33 (0)1 45 62 57 95.

Le nombre de places étant limité, vous pouvez aussi nous renvoyer au plus vite le coupon d'inscription ci-dessous accompagné de votre règlement par chèque ou faire un virement bancaire au compte suivant :

Crédit Lyonnais St Germain en Laye		code banque : 30002
code guichet : 02336	N° Compte: 0000117100P	Clé RIB : 43
Europe/IBAN : FR0830002023360000117100P43		BIC : CRLYFRPP

Montant : 700 €/P Durée : 1 journée

Séminaire délivré en anglais.
L'adresse exacte sera communiquée aux participants.

Cette conférence est susceptible d'intéresser vos collègues, clients, fournisseurs, collaborateurs ? N'attendez pas, faites-leur suivre ce courriel.

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