YADE Project Training Program
Round 1

Dec. 2009 – May. 2010

Organizers:
- Global Advanced Manufacturing Institute Program
- Institute of Production Technique
- Karlsruhe Institute of Technology
- University Karlsruhe

Sponsors:
- Heidelberger Druckmaschinen AG (Heidelberg)
- Bosch and Siemens Home Appliances
- MTU Friedrichshafen GmbH
- Deutsche Investitions- und Entwicklungsgesellschaft mbH
**GAMI-Program**
Global Advanced Manufacturing Institute Program

- **Organization Structure**
  - The GAMI-Program is a German-Chinese cooperation between the wbk Institute for Production Science of the Technical University of Karlsruhe, Germany and the Advanced Manufacturing Institute (AMI) as well as the Zhejiang Advanced Manufacturing Institute (ZAMI) of the Hong Kong University for Science and Technology (HKUST).

- **Target**
  - The target of the GAMI-Program is advanced research and education in the field of global manufacturing.

  - GAMI-Program is specialized in technical purchasing, sourcing, SCM and supplier management.

- **Mission**
  - **Research**
    - GAMI-Program is a knowledge leader in global manufacturing and a qualified research partner for governmental international organizations. It is working on various projects in the field of supplier development and quality as well as supply chain management.
  - **Industry Projects**
    - GAMI-Program is a premium partner in helping companies to advance to the next level of global manufacturing capabilities with more than 3 years of experience and more than 100 performed supplier audits. To provide top class services in all fields of activity we are working in international networks and using local resources.
  - **Short Courses / Training**
    - GAMI-Program develops high quality people and organizations through professional learning and trainings. The trainings cover topics concerned with technical purchasing, quality management in general, ISO 9001:2008, lean management and project management. All trainings can be performed either in-house or at our training facilities.

- **Contact**
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Brief Introduction of the Project

Objective

**YADE** is designed to help Chinese suppliers achieve significant improvement in the areas of quality management, production planning, logistics, manufacturing technology, environmental protection and OHS in order to meet the highest international standards.

Contents

**YADE** consists of three parts - On-Site-Development, Supplier Training and Supplier Award.

1. **On-Site-Development**
   Project will be conducted for more than 50 Chinese enterprises. Challenging but achievable improvement programs will be tailored to each company’s unique situation by professionals from Karlsruhe University and German companies.

2. **Supplier Training**
   A comprehensive training program targeting management, experienced engineers and technical experts with high potential will be organized with focus on areas such as quality management, production planning, logistics, manufacturing technology, environmental protection and occupational health and safety. Lecturers from top Chinese universities, related industries and also from wbk will be working closely together to provide the most current know-how and knowledge in the above mentioned areas. The goal is to help participating companies achieve international standards in areas.

3. **Supplier Award**
   Suppliers who make outstanding progress will be presented with a Supplier Award by wbk. The recipients of this award will be publicized both in Germany and China for maximum industrial wide recognition.

Teaching Faculty

The supplier training program will be conducted by experienced and excellent lecturers from both the industry and academia. Experts including those from BSH, HDM and MTU and lecturers from top Chinese universities and WBK will provide a good mix of the most current industrial know-how and research knowledge to all participants.
YADE Project Partners
Project partners and targets

- **Enterprise Sponsors**

As the partners of YADE project, Heidelberger Printing Presse s, Bosch and Siemens Home Appliances and MTU Friedrichshafen GmbH sponsor the YADE training program, in order to improve the cooperative relationships with their suppliers and continuously development the production, quality, environment protection and working protection of the suppliers. Therefore, YADE training program costs less than other similar training programs. We are really appreciated for our partners’ distribution.

- **Introduction of Enterprise Partners**

**Heidelberg—Market leader in the print media industry**

Heidelberger Printing Presses is one of the leading solution providers for the print media industry. Heidelberg has occupied more than 40% shares in world sheet-fed press market. Heidelberg, has its headquarter located in city Heidelberg, Germany, provides integrated solution and supplier-chain-solution for standard sheet-fed printing and aniline printing.

**Bosch and Simens Home Appliances— the 1st European household appliance provider for 100 years**

Bosch and Siemens Home Appliances Group, 3rd in the world, 1st in Europe, has a worldwide reputation as a household appliance provider for 100 year. The group is established in 1967 by Robert Bosch and Siemens. Now, Bosch and Siemens Home Appliances Group have 43 factories in 14 counties all over Europe, North America, Latin America and Asia, which let its annual sales over 8.8 billion Euro. Including its sales and service departments, Bosch and Siemens Home Appliances Group spreads over 40 counties, have more than 70 enterprises and over 39,000 employees.

**MTU Friedrichshafen—Leading Engine Producer in Germany**

MTU is one the most famous engine provider in the world, which has its headquarter in Friedrichshafen, Germany. It produces high-performance diesel engines and complete driving system, which used for ships, decentralized power generation plants, heavy land, airplanes and railways. Products includes straight type and V-type diesel engines with output power from 20kw to 9,100kw as well as gas turbine driving systems with output power from 3,000kw to 31,200kw.
YADE Training Program

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YADE Training Program

Training Target und Schedule

This Project is desired helping Chinese supplier to achieve international standards. YADE training project includes six blocks courses in 18 days, which is held quarterly next three years. The training includes production management, quality management, supply chain management (SCM), ISO9001, ISO1400, environmental protection, corporate social responsibility and so on. If the knowledge of this training project could be applied on the industrial production management by the participating Chinese industries, it’s making definitely obvious progress in practical technique and industrial sustained development, which helps them achieve international competitive supply capacity.

This training program is supported by strong teacher qualifications, which are mainly composed of the experienced Professors and experts from Production Technology Institute in Karlsruhe Institute Technology (KIT, former Karlsruhe University) and many Chinese top universities. Although the similar training does cost normally daily around 1050 RMB per person, fortunately the expense in this training is mostly going to be afforded by three German companies, in order to enhance the enthusiasm of Chinese suppliers. The interested suppliers only need to pay daily 249 RMB per person, which includes training fee, material fee, lunch and snack. High level and low rate are our aim of YADE training project!

All participants in this training could be issued the relevant certificates.
## General

Training Date & Arrangement
Training Lecturer & Organization

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<td>TÜV SÜD</td>
<td>Mr. Wang</td>
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<td>Ms. Chen</td>
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<td>Dr. Li</td>
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Basics of Industrial Engineering

Basics of IE (Industrial Engineering) include methodology research and process measurement, which can help enterprises find the most economically working methods and the most suitable working time. Therefore, they are necessary skills for production managers to design individual working processes.

Prof. Lu, Jiansha

He has been working in Zhejiang University of Technology since 1984. Currently, he acts as responsible officer for Industrial Engineering subject; directors of IE Department and Logistic Department; director of IE and Logistic Institute; supervisors for Mechanical Engineering and Automation bachelor degree and Management Science and Engineering bachelor degree and China IE Specialist. He directs and takes part in projects for National Basic Natural Science, National Ministry of Science and Technology, Zhejiang Science Bureau, and Zhejiang Science and Technology Foundation. He repeatedly holds consulting and training programs, such as IE, Factory logistics, On-Site Development, Lean Management, etc, for Foxcoon Technical Group, Wanxiang Group, Sanhua Group, Hengdian Group and CWB Group.

Key benefits

Establishment of general concept of IE, build up a sense of IE; develop the capability to apply basic industrial engineering in optimization of on-site management; comprehensively use research methods, work measurement technology to hierarchically and systematically analyze and improve on-site activity methods, activity sequences and various influencing factors; master line balance method.

Course main points:

- IE Overview / Manufacturing Industry Trend / 8 main wastes in production
- 5W1H Question Technique / ECRS Improvement Principle
- Procedure Analysis / Operation Analysis
- Activity Analysis / Economic Principle of motions
- Methods Time Measure / Definition of standard working time
- Work Sampling / Predetermined Time System (PTS)/MOD Method
- Line Balance and case study

Lecture time

Round 1: 2009-12-3,4
Round 2: 2010-6-3,4
Every day, 9am to 5pm

Information/Application

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For application, please see page 21
Factory Logistics and Planning

Factory logistics and planning is an important part of production planning and design. Concepts of logistics and factory logistics are introduced. The principle and methods of factory logistic analysis and optimization as well as the procedures and methods of factory layout design and systematic transportation analysis are also introduced.

Prof. Lu, Jiansha

He has been working in Zhejiang University of Technology since 1984. Currently, he acts as responsible officer for Industrial Engineering subject; directors of IE Department and Logistic Department; director of IE and Logistic Institute; supervisors for Mechanical Engineering and Automation bachelor degree and Management Science and Engineering bachelor degree and China IE Specialist. He directs and takes part in projects for National Basic Natural Science, National Ministry of Science and Technology, Zhejiang Science Bureau, and Zhejiang Science and Technology Foundation. He repeatedly holds consulting and training programs, such as IE, Factory logistics, On-Site Development, Lean Management, etc, for Foxcoon Technical Group, Wanxiang Group, Sanhua Group, Hengdian Group and CWB Group.

Key benefits

Know well about concepts about factory logistics, have the ability to analyze and improve factory logistic system; Know well about the procedures and methods for factory layout design and systematic transportation analysis; Understand new methods of factory layout.

Course main points:

- Logistics overview
- Factory logistic formation
- Logistic capacity; logistic equivalent; Material Activity Coefficient
- Factory logistic analysis / Logistic Strength Analysis
- Factory Layout (Workshop Layout & Warehouse Layout)
- Material transportation system and logistic tools
- Key issues in factory layout planning and Case studies
- Logistic simulation

Lecture time

Round 1: 2009-12-5
Round 2: 2010-6-5
9am to 5pm

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SCM Basics and Lean Management

Lean management derives from lean production, which was a compliment when specialists from IMVP visited Japanese Toyota JIT (Just in Time) production. Lean production is currently the best production organizational system and method in industry. This lecture, consists of two sections, is based on SCM theory and oriented in case studies.

Dr. Liu, Xiao

Dr. Liu is currently scientific researcher in Production Science Institute, Mechanical Engineering Department, Shanghai Jiaotong University and a doctoral supervisor in China-USA logistic institute. She earned her doctor degree of Mechanical Engineering in Université de Technologie de Troyes in France in Dec. 2004. Then she worked as post doctor for University of Calgary in Canada. Meanwhile, she was involved into “New-Age talented people supporting program” by ministry of education. She is in charge of more than 10 projects sponsored by National Natural Science Foundation, international cooperation projects and takes part in key projects and creative team projects sponsored by National Natural Science Foundation as well as national 863 projects. She published over 40 academic theses in national and international academic journals and conferences, which embodied several times by SCI and EI.

Key benefits

The target of the lecture is not only to introduce advanced SCM theory and concepts, but also to let trainees solidly understand how to use necessary tools to solve SCM problems, especially use information technology in SCM.

Course main points:

- SCM basic concepts, contents
- SCM logistics, inventory, transportation, info. management
- Make-To-Order (MTO) theory, methods and basic elements
- MTO-oriented inventory control strategy and workshop material supply
- MTO and Just-In-Time (JIT)
- Basic principles of KANBAN management
- Implement procedures and conditions of KANBAN management

Lecture time

Round 1: 2010-1-21
Round 2: 2010-7-8
9am to 5pm

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Lean Management and Methods

Lean Management was firstly implemented in management of production system, and now has already extended into various management aspects in the entire enterprise. It has also upgraded from a business management methods to strategic management theory. It can maximize shareholder value by enhancing customer satisfaction, reducing costs, improving quality, accelerating process speed and modifying capital input. This lecture is oriented in implementing lean production enterprise, not being a stickler for theories, driven by cases both quantitively and qualitatively. The lecture emphasizes key points and has 3 main blocks which are basics knowledge of lean production, basic lean production and advanced lean management.

Dr. Chen, Feng

Dr. Chen is currently a vice-professor in Industrial Engineering and Logistic Institute, Mechanical Engineering Department, Shanghai Jiaotong University, graduator supervisor in China-USA logistic institute. He finished his doctor degree of applied mathematic in Zhejiang University and post doctor in Industrial Engineering and logistic management institute in the Hongkong University of Science and Technology. He is also member of Chinese Operational Research Society; contributing reviewer of "Industrial Engineering and Management"; reviewer of various international magazines such as TASE, NRL and so on.

Key benefits

Basic knowledge of lean production will be introduced; applicable basic and advanced lean production control methods will be handled by trainees.

Course main points:

- Basic knowledge of Lean Production
- Total employee involvement, on-site management, visual management
- Standardized work (case study)
- Value-flow analysis
- Work-in-progress control methods
- Workshop logistics and plant planning
- Control method of line balancing

Lecture time

Round 1: 2010-1-22
Round 2: 2010-7-9
9am to 5pm

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Block2: Production Management II
Project Management
3rd Day

Dr. Li

Project Management
So-called Project management actually means that the project manager, with limited resources, uses systematic viewpoint, methods and theories to effectively manage all relevant works in the project. Project management is newly developing field from 90s, and now a more and more important branch in modern management. Using knowledge and experience of project management can tremendously enhance and improve working efficiency of managers. This lecture is using project management as a main line and combining theory and case-studies. The lecture emphasizes key points and has three main blocks which are basic knowledge of project management, effective execution of project and effective management of project.

Dr. Li, Na
Dr. Li is currently lecturer in Industrial Engineering Institute, Shanghai Jiaotong University and vice-director of Intel research center of Shanghai Jiaotong University. She finished her bachelor degree of Mechanical Engineering in Xi’an Jiaotong University and doctor degree of management science and industry in Industrial Engineering Institute of Tsinghua University in July, 2008. Her main research directions are: stochastic analysis of chip manufacturing system, capacity planning, system operation management, SCM and etc. She has taken part in chip manufacturing system analysis and management optimization for years, published over 10 theses and 2 of them have embodied by SCI. Now she is also a reviewer of European Journal of Operational Research.

Key benefits
Basic knowledge of Project Management will be introduced; applicable basic and advanced project management methods will be handled by trainees.

Course main points:
- Basic Knowledge of Project Management
- Project schedule Planning, plan establish methods and procedures
- Project progress and quality control
- Project trends and adjustment
- Soft factors of project management – personal factors and effect
- Personal management skills for project manager

Lecture time
Round 1: 2010-1-23 9am to 5pm
Round 2: 2010-7-10 9am to 5pm

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Quality Management (Overview)

Nowadays Enterprise Management is facing several challenges such as market environmental changing, technology improvement and the changeable competitive situation. Instead of pursuit for profit-maximizing, enterprises should more aim at sustainable development.

Professor Xiong, Wei

Professor of Zhejiang University School of Management, doctoral tutor, member of China Quality Association, vice director of QFD Research, Standing of International QFD Organizing Committee and China's father of QFD. He was a student of Dr. Yoji Akao, who is the developer of QFD in Japan and as the first-doctor-degree earner of QFD in Japan. He has opened up a new area of SQFD research and pioneered the SQFD theory and its application model. Based on this theory, he has invented two kinds of design methodology. He has worked as project manager or senior engineer for nearly 10 years in many international companies, and has taken part in several cooperative researches in Silicon Valley in United States. His success in the area of Quality Management has been highly praised by the Nobel Prize winner Prof. Simon (H. A. Siorrlon).

Key benefits

Help to enhance the awareness of the importance of customer and quality; help to master quality improvement methods, shorten the work cycle, reduce development and production costs; help to improve product quality and quality of work; help to enhance team spirit, inspire passion for the work of employees to improve cohesion of the enterprise; help to improve the ability of enterprise quality management.

Course main points:

> The evolution of the concept of quality in the 21st century
> The development of quality management
> Quality Status and strategic approach in China
> Customer-oriented quality management
> Quality Award Model guide enterprises to excellence

Lecture time

Round 1: 2010-2-25  9am to 5pm
Round 2: 2010-8-5  9am to 5pm

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For application, please see page 21
Statistical Process Control SPC and Quality Function Deployment QFD

Statistical process control (SPC) is an effective method of monitoring a process through the use of control charts. Quality function deployment (QFD) is a method to transform user demands into design quality, to deploy the functions forming quality, and to deploy methods for achieving the design quality into subsystems and component parts, and ultimately to specific elements of the manufacturing process.

Professor Xiong, Wei
Professor of Zhejiang University School of Management, doctoral tutor, member of China Quality Association, vice director of QFD Research, Standing of International QFD Organizing Committee and China’s father of QFD. He was a student of Dr. Yoji Akao, who is the developer of QFD in Japan. He has opened up a new area of SQFD research and pioneered the SQFD theory and its application model. His success in the area of Quality Management has been highly praised by the Nobel Prize winner Prof. Simon (H. A. Siorrlon).

Key benefits
Help to enhance the awareness of the importance of customer and quality and master quality improvement methods, shorten the work cycle, reduce development and production costs; help to improve product quality and quality of work and enhance team spirit, inspire passion for the work of employees to improve cohesion of the enterprise; help to improve the ability of enterprise quality management.

Course main points:
- SPC basic concepts
- Control chart and its principles
- Control chart mapping and the application of key points
- 5S on-site management and visual management
- QCC Improvement Model and QFD concepts, results, methods
- House of Quality (HOQ)
- Manufacturing process improvements using QFD

Lecture time
Round 1: 2010-2-26 9am to 5pm
Round 2: 2010-8-6 9am to 5pm

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Six Sigma

Six Sigma is a business management strategy originally developed by Motorola. Six Sigma seeks to improve the quality of process outputs by identifying and removing the causes of defects (errors) and variability in manufacturing and business processes.

Professor Xiong, Wei

Professor of Zhejiang University School of Management, doctoral tutor, member of China Quality Association, vice director of QFD Research, Standing of International QFD Organizing Committee and China’s father of QFD. He was a student of Dr. Yoji Akao, who is the developer of QFD in Japan and as the first-doctor-degree earner of QFD in Japan. He has opened up a new area of SQFD research and pioneered the SQFD theory and its application model. Based on this theory, he has invented two kinds of design methodology. He has worked as project manager or senior engineer for nearly 10 years in many international companies, and has taken part in several cooperative researches in Silicon Valley in United States. His success in the area of Quality Management has been highly praised by the Nobel Prize winner Prof. Simon (H. A. Siorrlon).

Key benefits

Help to enhance the awareness of the importance of customer and quality; help to master quality improvement methods, shorten the work cycle, reduce development and production costs; help to improve product quality and quality of work; help to enhance team spirit, inspire passion for the work of employees to improve cohesion of the enterprise; help to improve the ability of enterprise quality management.

Course main points:

- Historical overview
- (Define Measure Analyze Improve Control) DMAIC
- (Define Measure Analyze Design Verify) DMADV
- Six Sigma case study

Lecture time

Round 1: 2010-2-27
Round 2: 2010-8-7
9am to 5pm

Information/Application

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ISO 9001:2008 describes standards of Quality management systems. It provides a number of requirements which an organization needs to fulfill to achieve customer satisfaction through consistent products and services which meet customer expectations. ISO9001:2008 enable the organization no longer to register for other multi-standard certifications. Registration of ISO 9001 is also the key to the consolidation of company’s business.

Wang, Xiaolu
TÜV chief auditor, training lecturer, director. He has served in a number of international audit projects, such as the Siemens Project Manager. He provides training for several well-known enterprises, such as Delphi, Henkel, Mary Kay, etc. He is familiar with auditing projects of machinery; chemicals; plastics and electronics environmental industries, and he had audited nearly 300 companies, including Geely, Siemens, Qianjiang Motorcycle and other well-known enterprises.

Key benefits
Help enterprises in establishing, implementing, maintaining and improving its practical problems encountered in the QMS; help to assist enterprises to improve the efficiency and effectiveness of internal audit; help participants to understand how to implement an Effective Quality Management in the company.

Course main points:

- ISO9000:2008 Introduction
- ISO9001:2008 Requirements
- Process approach
- Reflection of the process approach in the file system and its application in audit project
- Audit planning for the internal system, implementation and management, auditing skills
- Case studies

Lecture time:
Round 1: 2010-3-18
Round 2: 2010-9-09
Every day, 9am to 5pm

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ISO 14001:2004

The ISO 14000 is a standard for environmental management systems that is applicable to any business, regardless of size, location or income. The aim of the standard is to reduce the environmental footprint of a business and to decrease the pollution and waste a business produces.

Wang, Xiaolu

TÜV chief auditor, training lecturer, director. He has served in a number of international audit projects, such as the Siemens Project Manager. He provides training for several well-known enterprises, such as Delphi, Henkel, Mary Kay, etc. He is familiar with auditing projects of machinery; chemicals; plastics and electronics environmental industries, and he had audited nearly 300 companies, including Geely, Siemens, Qianjiang Motorcycle and other well-known enterprises.

Key benefits

Help participants to familiar with the standard of environmental management system; through training to master systematic approach for identification and evaluation of environmental factors; help to understand laws and support techniques of the environmental protection; through internal auditor training to master the audit skills and how to carry out in-house environmental management system audit projects.

Course main points:

- ISO 14001:2004 Introduction
- ISO 14001:2004 Standards and requirements
- Identification and evaluation of environmental factors
- Introduction of environmental laws and regulations
- Audit planning for the internal system, implementation and management, auditing skills
- Case studies

Lecture time:

Round 1: 2010-3-19
Round 2: 2010-9-10
Every day, 9am to 5pm

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**Skills of internal audit for Quality and Environmental System**

Most of the establishing and established quality and environmental management systems have passed the ISO 9001 and ISO 14001. The companies have realized the critical role played by the internal audit system in the management. Therefore, many enterprises have raised their demands in order for their own best internal audit team members.

**Wang, Xiaolu**

TÜV chief auditor, training lecturer, director. He has served in a number of international audit projects, such as the Siemens Project Manager. He provides training for several well-known enterprises, such as Delphi, Henkel, Mary Kay, etc. He is familiar with auditing projects of machinery; chemicals; plastics and electronics environmental industries, and he had audited nearly 300 companies, including Geely, Siemens, Qianjiang Motorcycle and other well-known enterprises.

**Key benefits**

- assist the organizations' internal auditors for the effective implementation of Internal Quality and Environmental Management System Audit; support the organizations to establish and maintain Quality and Environmental Management System to meet the certification's requirement.

**Course main points:**

- Audit planning and preparation phase
- Audit start
- Preparation of audit plan
- Audit Checklist
- Information collection and validation
- Form and conclusion

**Lecture time:**

Round 1: 2010-3-20  
Round 2: 2010-9-11  
Every day, 9am to 5pm

**Information/Application**

Ms. Xuan, Lifang  
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Fax: +86-(0)571/89174997  
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For application, please see page 21
Corporate Social Responsibility

According to the World Business Council for Sustainable Development (WBCSD), Corporate Social Responsibility (CSR) is a form of corporate self-regulation integrated into a business model. Business would embrace responsibility for the impact of their activities on the environment, consumers, employees, communities, stakeholders and all other members of the public sphere. Essentially, CSR is the deliberate inclusion of public interest into corporate decision-making, and the honoring of a triple bottom line: People, Planet, and Profit.

In China, the development of CSR has gone through three phases: import stage, the wait stage and acceleration stage. At present, more and more enterprises are beginning to pay attention to this subject.

Chen, Xiaoyan

Master of Economics, University of Aberdeen; SynTao Vice President; She concerns always about the social responsibility problems, has extensive experience in the strategy development of corporate social responsibility; in stakeholder communications and also in CSR training. Furthermore, she has also involved in policy-related consulting projects.

Key benefits

The basic concepts of Corporate Social Responsibility; concept development in China; why companies need to focus on their social responsibility.

Course main points:
- Traceability of Corporate Social Responsibility
- What is Corporate Social Responsibility
- The development of CSR in China
- The three levels of CSR
- The motivations of the company
- Business stakeholders

Lecture time:
Round 1: 2010-4-15
Round 2: 2010-10-14
Every day, 9am to 5pm

Information/Application

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For application, please see page 21
Corporate Social Responsibility (Overview)

According to the World Business Council for Sustainable Development (WBCSD), Corporate Social Responsibility (CSR) is a form of corporate self-regulation integrated into a business model. Business would embrace responsibility for the impact of their activities on the environment, consumers, employees, communities, stakeholders and all other members of the public sphere. Essentially, CSR is the deliberate inclusion of public interest into corporate decision-making, and the honoring of a triple bottom line: People, Planet, and Profit.

In China, the development of CSR has gone through three phases: import stage, the wait stage and acceleration stage. At present, more and more enterprises are beginning to pay attention to this subject.

Dr. Guo, Peiyuan
PhD in Management; SynTao Co-Founder and General Manager;
Dr. Guo focuses on the sustainable development, CSR as well as research and development in socially responsible investment. He is invited to participate and speak at numerous international conferences. He used to work at the United Nations, the World Trade Organization, etc. With the extensive training experiences, he has provided relevant training courses for government agencies; industry associations; domestic and foreign enterprises; non-governmental organizations and also for media companies.

Key benefits
Corporate Social Responsibility Management System; information disclosure issues in CSR; CSR in the Supply Chain.

Course main points:
- CSR Strategy and its governance structure
- Investor Relations Management
- Public Charity Management
- Corporate Social Responsibility Communication Management
- CSR in the Supply Chain Management

Lecture time:
Round 1: 2010-4-16
Round 2: 2010-10-15
Every day, 9am to 5pm

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For application, please see page 21
Corporate Environment Management

The Environmental Protection has been included in the national agenda, become to a task, which needs to be urgently solved within the development of China’s economy. Each enterprise should learn and comply with the environmental laws and regulations; develop environmental management strategy and measure the effectiveness of environmental management through environmental performance.

Dr. Zhang, Xubiao

PhD in Environmental Management and now serves on the International Labor Organization. His areas of expertise include corporate social responsibility, environmental management, employment and social policy, industrial policy and international cooperation, etc. Dr. Chang is an researcher at the LEAD International; a visiting scholar in the famous British think-tank Forum for the Future and a Transformation Thinkers in the German Bertelsmann Foundation. Dr. Zhang has published many articles in business, environmental management and social development. He is also a member of the editors in the famous international journal.

Key benefits

The urgency of environmental issues in our country; major environmental problems of the production-oriented enterprises; specific to each enterprise, how to establish an environmental management strategy and carry out environmental performance management.

Course main points:

> The urgency of Environmental Protection
> Relevant laws and regulations
> Environmental protection and Corporate Social Responsibility
> major problems of the production-oriented enterprises
> Corporate Environmental Management Strategy
> Enterprise's environmental performance
> Environmental Management System

Lecture time:

Round 1: 2010-4-17
Round 2: 2010-10-16
Every day, 9am to 5pm

Information/Application

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For application, please see page 21
Supply Chain Management

As early as 2001, the world famous magazine "Fortune" (FORTUNE) will be SCM as the one of the four most important strategic resources of this century. It considers SCM an indispensable tool for Fortune 500 companies in the world competition. Today, China has become the center of the world in research and development, procurement, production. SCM in China is more important than in other countries. However, the knowledge about SCM in the present domestic enterprises is in a relatively low level. Many enterprises consider SCM only about warehousing, transportation and electronic orders. They failed to recognize that the core of supply chain is a management method.

Dr. Li, Binfeng
Ph.D., Tsinghua University; Lecturer in Tsinghua University, Department of Industrial Engineering
Dr. Li has rich theory, real and teaching experiences in Purchasing and Supply Chain Management. He has served as a Technology Distinguished Expert, responsible for design, development and implementation of procurement and logistics management information system for Beijing Olympics.

Key benefits
Through the first day of study, you will get the preliminary understanding of supply chain management, which you can combine to consider your company's problems in supply chain management.

Course main points:
> SCM concept and its importance
> The basic model of supply chain integration
> Objectives of Supply chain management
> Objective evolution
> Supply Chain Management Value Analysis
> The biggest challenge: inventory and sustainable supply
> FAQs and Solutions
> Case Analysis: A typical problems(bottleneck)

Lecture time:
Round 1: 2010-5-13
Round 2: 2010-11-11
Every day, 9am to 5pm

Information/Application
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For application, please see page 21
Supply Chain Management

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Key benefits
Through the second day of study, you will learn how to analyze the problems in the main process of supply chain quantitatively, learn how to master the basic method to solve these problems.

Course main points:
> Supply Chain Inventory Planning and Control
> Demand Forecasting Method
> How to set the amount of safety stock
> Economic Order Quantity (EOQ) Model
> Continuous replenishment and cycle mode
> Causes, Consequences and Countermeasures of Bullwhip Effect
> Case Study: Bullwhip Effect

Lecture time:
Round 1: 2010-5-14
Round 2: 2010-11-12
Every day, 9am to 5pm

Information/Application
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Supply Chain Management

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Key benefits
On the basis of the previous two days, today you will master the methods and ideas for supply chain management using systematic considerations. On this basis, you can begin to consider how to build your own supply chain system.

Course main points:
> Vertical integration and horizontal integration
> Strategic procurement and vendor partners
> How to use the delay and quick response to build agile
> Lean Supply Chain Management
> Logistics Outsourcing Strategy and Vendor Selection
> ERP and MRP
> Effective use of e-commerce platform
> Logistics Network Planning and Reengineering

Lecture time:
Round 1: 2010-5-15
Round 2: 2010-11-13
Every day, 9am to 5pm

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For application, please see page 21
Training Location
The First World Hotel, Hangzhou

How to arrive

Address: 92. Xianghu Road, Xiaoshan District, Hangzhou
Tel: (86)571-83866888
Fax: (86)571-83860888

From Hangzhou:
Qiantang River Bridge (Bridge 1): Jiangnan Avenue → (turn right) Huoju Avenue → (turn left) Bingan Road → Fengqing Avenue → The First World Hotel
Peng-port Bridge (Bridge 2): Tonghui North Road → Tonghui Road, → Jincheng Road, → Fengqing Avenue → The First World Hotel
Xixing Bridge (Bridge 3): Fengqing Avenue → The First World Hotel
Fuxing Bridge (Bridge 4): Bingkang Road → Fengqing Avenue → The First World Hotel
Yuanpu Bridge: Hangzhou Ring Wenweir Export → Wenweir Road → Fengqing Avenue → The First World Hotel

Others:
From Ningbo: Hangzhou-Ningbo high-speed airport exit → Fengqing Avenue → The First World Hotel
From Wenzhou, Lushui and Jinhua: Hangjinqu Hangzhou Ring Export → Xiaoshan Sourth → Shushan Road → Panshui Road → Xishan Crossing → The First World Hotel
From Shanghai: Shanghai-Hangzhou high-speed → Hangzhou Ring → Hang Jing Qu Xiao Shandong Export → Jincheng Road → Fengqing Avenue → The First World Hotel
From Nanjing: Hangzhou-Nanjing high-speed → Zhonghe Elevated → Binkang Road → Fengqing Avenue → The First World Hotel
From Fuyang: Hangzhou Ring → Wenweir Export → Wendai Road → Fengqing Avenue → The First World Hotel
From Xiaoshan International Airport: Xiaoshan airport exit → airport highway → Fengqing Avenue → The First World Hotel
# Application Form

<table>
<thead>
<tr>
<th>Company Name</th>
<th>trainee number:</th>
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<tbody>
<tr>
<td>Company Address</td>
<td>Postcode:</td>
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## Participants Information:

<table>
<thead>
<tr>
<th>Name</th>
<th>Gender</th>
<th>Position</th>
<th>Tel.</th>
<th>E-Mail</th>
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### Block Name:

- ☐ Production Management I
- ☐ Production Management II
- ☐ Quality Management I
- ☐ Quality Management II
- ☐ Social standards & Environmental protection
- ☐ SCM
- ☐ Round I
- ☐ Round II
- ☐ Round III
- ☐ Round V

<table>
<thead>
<tr>
<th>Block</th>
<th>Hotel Name</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>The First World Hotel (Five-Star)</td>
<td>A: standard: 460 Yuan/Room (special price) &lt;br&gt;Add.: 92 Xianghu Road, Xiaoshan District, Hangzhou</td>
</tr>
<tr>
<td>B</td>
<td>The First World Leisure Hotel (Four-Star)</td>
<td>B: Standard: 280 Yuan/Room (special price) &lt;br&gt;Add.: 92 Xianghu Road, Xiaoshan District, Hangzhou</td>
</tr>
</tbody>
</table>

## Registration time and place:

The registration starts at 8:30 in the first training's morning at The First World Hotel. Participants please send the application form two weeks in advance by mail or fax and then inform the IPK staff the check-in time and place.

Training Fee: 249 Yuan/Person/Day (includes training materials, lunch, refreshments and certificate). Responsible for arranging accommodation, participants own expense.

## Registration:

IPK GmbH Representative Office<br>Address: No. 116 Donghu North Road, Yuhang Development District, Zhejiang Province, P. R. China, Post Code: 311100<br>Contact: Ms. Xuan, Lifang<br>Tel: +86-(0)571/89182820, 18868707778<br>Fax: +86-(0)571/89174997<br>Email: xuan.lifang@gami.asia

We are sincerely looking forward to your application