

Seven Habits of Highly Successful Supply Chains- Module 6

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A S S O C I A T E S

Seven Habits of Highly Successful Supply Chains

1. Understand and Communicate
2. Benchmarking and Best Practices
3. Leadership
4. Assess and Prioritize
5. Core Competencies

6. Partnership

7. Continuous Improvement

Partnerships

Understanding Partnerships

- Supply Chain Partnership Evolution and Marriage Partnership Evolution

BETWEEN TWO PEOPLE IN A RELATIONSHIP	BETWEEN PEOPLE WITHIN TWO ORGANIZATIONS
Dating	Customer-Driven Organization
Going Steady	Invincible Customer Service
Being Engaged	Cooperative Relationship Planning for Partnership
Marriage	Supply Chain Partnership

Understanding Partnerships

- Supply Chain Partnerships believe relationships should be based on:
 - Building on each other's strengths
 - Growing the pipeline's competitive strength
 - Integration of systems
 - Frequent communications at all levels of the organization
 - Frequent structured interactions on creating supply chain peak-to-peak performance

Understanding Partnerships

- Supply Chain Partnerships believe relationships should:
 - Not be based on antagonism, leveraging, hammering and negotiating
 - Be long-term based on trust and a true understanding of Supply Chain Excellence
 - Be based upon sharing of information, planning, scheduling, risk, rewards, problems, solutions and opportunities for creating peak-to-peak performance

Understanding Partnerships

- Supply Chain Partnerships believe relationships should be based on working together toward improved performance of the total pipeline on:
 - Quality
 - Lead times
 - New product development
 - Time
 - Inventories
 - Waste
 - Costs
 - Customer satisfaction

Understanding Partnerships

- Growing the Supply Chain Partnership
 - No two relationships ever develop in the same way
 - Relationships evolve not as cold-blooded business negotiations, but as comfortable personal bonds between individuals
 - A positive chemistry exists between the two parties involved in a relationship

Conclusion

- This concludes Module 6. If you would like to continue on to the next module, select the below hyperlink:

<http://train.tompkinsinc.com/sevenhabits/mod7>

- If you would like to go back to the main menu, select this hyperlink:

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