

Spring Seminar 2019

Mastering a Major Complexity of Global Supply Chains

Presented by: Mark Hehl

Wednesday, May 15, 2019, 8:00am, Crowne Plaza West, Plymouth, MN

Global Supply Chains have become more complicated in recent years along with the variety of potential events that can disrupt flows across borders. Cross-cultural contact is increasing, creating a greater potential for both conflict and cooperation. Given this rapidly changing environment, the ability to relate to people with varying cultural backgrounds is an essential skill for supply chain professionals.

This program focuses on results-oriented leadership, collaboration and communication with individuals and organizations from different world regions. Going beyond mere tolerance, this program delves deeply into barriers to effective international supplier management, and provides strategies for building productive international collaboration resulting in enhanced supplier performance.

Topics:

- The Importance of culture understanding in achieving success
- An interactive contrast of diverse world cultures and how they affect supplier performance
- Examples of supplier cross cultural *faux pas* and their negative effect on results
- Effective communication strategies that yield results
- Applying *Culture* for enhanced performance

Attendees will leave with an understanding of different world cultures and proven ways to use this knowledge for success.

Presenter:



Mark Hehl is an international consultant, public speaker and author of the book *Amusing Confessions of an International Consultant*. His efforts have helped companies successfully set up and improve operations in various countries. Mr. Hehl holds a BS Degree in Electrical Engineering from the New York Institute of Technology and a MS Degree in Management from the Polytechnic Institute of New York. Mark has taught International Business courses at Harper College and has conducted multiple webinars for Industry Week.

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