



## Certificate Program

# Demand & Supply Management

This module gives deep insights into operational parameters, either inhouse or in sourcing networks.

- Business & IT alignment: Optimizing the contribution of IT to the business and establishing proper ways of making IT-related decisions.
- The importance of strong demand management: Bridging the gap.
- IT delivery: Managing and controlling the IT operations, portfolio management.
- Vendor management: Procurement strategies.
- IT sourcing: major trends in onshore, nearshore and offshore sourcing and their impact on the retained organization.
- Outsourcing strategies: Taking HR and legal aspects into account.

The course is offered in the framework of the Executive MBA in Business & IT.

### Target group

Executives in the age of digital transformation

### Registration

The registration form can be found either on the back side or on our website ([www.eec.wi.tum.de](http://www.eec.wi.tum.de)). We are looking forward to meeting you.

Duration:	5 days (full-time)
Date:	23 - 27 July, 2018
Location:	St. Gallen
Fee:	€ 3,200 ( <i>standard</i> ), € 2,950 ( <i>EuroCIO</i> or <i>VOICE e.V. members and TUM alumni</i> )

Lecturers  
(among others):

Prof. Dr. Reinhard Jung,  
University of St. Gallen  
Prof. Dr. Ulrike Baumöl,  
FernUniversität Hagen

# Application form

**Please fill in this form, sign it and send it back via email, fax or post to:**

Technische Universität München, Executive Education Center,  
Arcisstr. 21, 80333 München / Germany, Fax: +49 89 289 28484, info.eec@wi.tum.de

**Herewith, I would like to bindingly register for the course  
“Demand & Supply Management”:**

---

**Date: 23 - 27 July, 2018**

**Fee: € 3,200 / € 2,950**

---

## Contact Information

Mrs.  Mr. Title: \_\_\_\_\_

First name, last name: \_\_\_\_\_

Date of Birth: \_\_\_\_\_

Organization: \_\_\_\_\_

Postal Address: \_\_\_\_\_

Department, Position: \_\_\_\_\_

Phone: \_\_\_\_\_

Fax: \_\_\_\_\_

Email: \_\_\_\_\_

How did you hear about the program? \_\_\_\_\_

EuroCIO, VOICE e.V. members or TUM alumni? (please attach confirmation)  Yes  No

## Payment

We are pleased to send you the invoice by post:

to the above-mentioned address

to the following address

---

*Information, according to § 17 (1) No. 1 BayDSG: I herewith agree that the above-mentioned data is collected, saved and used in order to organize the executive education properly and to get informed on further trainings at the EEC. Personal data is not passed on to third parties.*

Place / Date: \_\_\_\_\_

Signature: \_\_\_\_\_

## Participation terms

*After registration, confirmation and invoice will be received. Resignation is free of charge up to 30 days in advance, up to 14 days in advance: 50 % of the fee. After that, the full amount of fee is claimed. If you are prevented, you can nominate a deputy participant. The EEC reserves the right to cancel the modules, for instance if a lecturer is absent. We will take care to inform you about changes or cancellation of the course in due time. If the course has to be cancelled, we will reimburse you the cost of the program. Further claims are excluded, except in cases of intent or gross negligence. The Technical University of Munich reserves the right to take photos and videos throughout the course and use those on its webpages, social media channels and printed publications. By registering for this course, the participant accepts the above mentioned usage of imagery. Errors and modifications excepted.*