

# Supply Chain Metrics That Matter

Developed in Partnership with



**Supply Chain Metrics That Matter guides learners to:**

- Explore the concept of the Supply Chain Effective Frontier
- Identify those in the industry who are working towards their full potential—and how the learner’s organization can do the same
- Research the supply chain metrics that matter in their industry
- Assess their organization’s position on the Metrics Maturity Model, a measure of how aligned their metrics are to their corporate strategy
- Collaborate with colleagues to identify how to achieve a balanced metrics portfolio at their organization, and rate the strongest recommendations in an Ideas Tournament

This course offers the opportunity to begin moving one’s organization towards its Supply Chain Effective Frontier. With 90% of companies finding themselves stuck, unable to progress on inventory turns or operating margin, this is a tremendous opportunity to move the learner’s organization ahead of the competition.

**Learners will:**

- Explore the Supply Chain Effective Frontier, defined by the interrelationships of growth, profitability cycles, and complexity
- Discover the leading organizations that have connected supply chain metrics to their business strategy
- Understand the 5 phases most companies move through as they progress towards metrics maturity and identify where your organization has room to grow

**Author**



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**Course Outline**

**DAY 1**

**Driving Improvement on the Effective Frontier**

- Why are Supply Chains at the Heart of Driving Value?
- The Supply Chain Effective Frontier
- Sonoco Products and Owens Illinois
- Reaching Your Supply Chain Effective Frontier

**DAY 2**

**What Metrics Matter?**

- Supply Chains to Admire
- The Balanced Metrics Portfolio
- Functionally-Based Metrics vs. Supply Chain Metrics That Matter
- Challenges of the Balanced Metrics Portfolio

**DAY 3**

**Identifying the Metrics that Drive Value**

- Identifying Your Metrics Portfolio
- The Metrics Maturity Model
- Change Management and the Metrics Maturity Model
- Connecting Metrics to Business Strategy

**DAY 4**

**Overcoming Barriers to Drive Continuous Improvement**

- Barriers to Continuous Improvement
- Progress on the Metric Maturity Model
- Patterns in My Peer Group
- Balanced Portfolio Ideas

**DAY 5**

**Interactive Capstone**

Cohort members, faculty and a moderator synthesize learnings from the week and develop insights for next steps.