

## **IAP WRITE-UP**

### **Executive Summary**

MIT SCALE programs like MSCM and PSCM equip students with supply chain's hard skills. IAP, in my opinion, complements those programs by equipping students with soft skills and some exposures. Talk series exposes students to challenges in supply chain, and start-up life. Leadership Workshop teaches student influencing skill. Global Team lets students experiencing working with people of diverse backgrounds. Python course adds another "soft" skills – programming! – a plus point for MIT SCALE students, which adds competitiveness in job market. I didn't take Llamasoft course, took specialty courses instead – I learnt about AI and The Future of Retail. Field visits expose students to distribution centres and other supply chain sites. Apart from providing a venue for students to present their research projects, MIT SCALE Research Expo adds other benefits to students: students learn how to pitch and how to engage audience; and students get to know about each other's supply chain projects. And IAP provides networking opportunity to MIT SCALE students – my LinkedIn connections add another 200; introduced-to and worked on assignments with at least 100 of them; and had very close relationship with all MISI representatives in IAP 2019.

### **Talk Series**

MIT speakers like Joseph Coughlin, Sanjay Sama and Yossi Sheffi gave "TED Talks" in MIT SCALE IAP 2019 – engaging and informative. Industry speakers talked about supply chain challenges and innovations in their industries and organizations; and importance of talent management – that their successes are credited to diverse talents in their organizations. WFP speaker talked about humanitarian supply chain, and life as a humanitarian worker. Two entrepreneurs shared their lives in supply chain start-ups and how to approach VCs for funding – a good sharing for students who are thinking about supply chain start-up.

### **Leadership Workshop**

Without good influencing skill, any good idea would fail to make an inroad, and a good supply chain graduate would fail to drive positive changes in his organisation and community.

We learnt about Vision-Emotion-Logical-Detail (VELD): [V] we need to be healthy ... [E] because feeling sick is bad ... [L] we need a health solution that suits us individually ... [D] and we subscribe to XYZ's personal health solution that is tailored to our individual health status and lifestyle. Politicians use VE very often to influence regular Joe voters – and often failed to persuade professionals, e.g., academicians. Professionals normally discuss among themselves in LD – and they usually failed to use LD to influence regular Joes. When VELD are used together, anyone could influence a wide audience – politicians could influence professionals, and professionals could influence regular people (and politicians).

Visual influencing materials, e.g., presentation slides and videos, could be improved with VELD couples with human elements, e.g., sad faces, happy faces, and pictures that tell thousand words.

We also learnt about getting collective support in multi-stakeholder environments using stakeholder analysis, using persuasive advocacy, and logrolling technique.

### **APICS Competition**

My team consists of Korean, Ghanaian, American and me, Malaysian! – I love this mix. We applied VELD and human elements in our competition material. Though we didn't make it to final round, we had good time working on our ideas. And we got to know each other better.

## Leading Global Teams

My team is of Asia and Latin America SC professionals. Working with Latin Americans are new experience to me – find that my Latin American team members are very friendly, speak fluent English, and have good quantitative and qualitative judgements.

Job functional wise, team members are of procurement and industrial engineers. We lack Sales and Operation experience – which could explain our poor performance.

We compensated poor Fresh Connection game result by submitting a simple ‘Vehicle Routing Problem’ game we developed with Python!

## Python

I have programming experience – and I must say that teaching programming to regular person is a hard task. Sergio delivered well that even those without programming experience able to do Python! Python is the most popular programming language in data science, artificial intelligence and machine learning. Adding Python to our skillset would make us more competitive in job market and it future-proofs our career (some jobs would be replaced by AI in future).



[1] Fresh Connection Team, “Royal Fruits”, [2] APICS Team, [3] Leadership Workshop Team

## Main Take-Aways

Really appreciate [1] VELD, stakeholder analysis, human elements and logrolling – would apply them in driving changes; [2] Python and libraries: Pandas for data analysis, Matplotlib for charting and Gurobi for optimization – I believe that this skill would be very useful in future; [3] networking (know better MISI students; and starting fresh relationships with MIT SCALE students of diverse backgrounds).

## Improvements

Nil