

MANAGEMENT TRAINING (CUSTOMIZED FOR YOUR NEEDS)

0.1	Product Compliance Management Systems (New VDA Standard on product compliance system, incl. new legal requirements in China) – Basic knowledge for top management	UPDATED	14
0.2	SAMR order No. 75 & 76 (May 2023) vs. PSCR & PCS requirements	NEW	16
0.3	Management Training for Executives and their teams: Assure Product compliance and the importance of Audits (System / Process / Product) to assure legal and customer requirements and guide organization towards Excellence	UPDATED	18
0.4	Fit for Germany (Product compliance and conformity of production for Europe) - Management Briefing	NEW	19
0.5	IATF 16949 for Executives		21
0.6	VDA 6.3 – For Executives (Management Awareness Training)	UPDATED	22
0.7	The importance of Cybersecurity and Software in the Automotive Industry	UPDATED	23
0.8	VDA Standards Overview	UPDATED	24

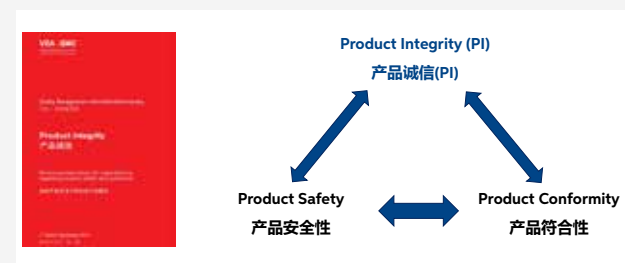
0.1 UPDATED

Product Compliance Management Systems (New VDA Standard on product compliance system, incl. new legal requirements in China) – Basic knowledge for top management

Contents

Top Management is responsible for Product Safety and Conformity and the have to define PSCR which reports regular to them. This was also defined by SAMR Order No. 75 & 76. Management has to review monthly Product Safety KPI (see also management training 0.2 SAMR order No. 75 & 76 (May 2023) versus with PSCR requirements. Regular management review has the purpose to assure product conformity (technical compliance) and the effectiveness of the installed Product Compliance System (PCS). Product conformity is a mandatory requirement defined in IATF16949. Tone from the top (from the top management) are essential for PCS. The new VDA standard PSR has just been released in Dec. 2023 and give a guidance how to assure and effective PCS and provide questions, to review, if your PCS is state of the art.

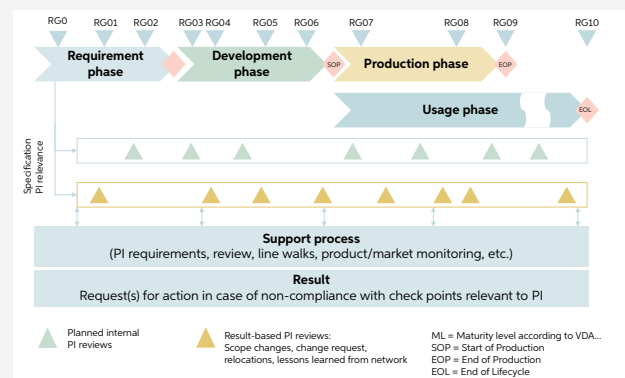
The implementation of a PSCR (Product Safety & Conformity Representative) along the entire supply chain is a mandatory requirement from all German OEMs. How to assure the PSCR and new PCS requirements along the supply chain to assure Product Compliance/Conformity.



With the continuous transformation of automobile towards digitalization (e.g. Software release incl. OTA, Cyber Security, personal data protection, AI, connectivity, autonomous driving, eco system) for the vehicles, such as mega City concepts) new service providers and players are getting important to assure the product safety and product conformity. SDV = Software defined Vehicles = Safety defined vehicles. Safety of the vehicles need to be assured by top Management.

With the increase export from China to the rest of the world (China became world record holder for exports from China) other regions (e.g. EU, USA) and countries have different laws and regulations for the automotive Industry. Top Management have to assure with effective PCS that all legal requirements for exporting countries are fulfilled, also for new released regulation.

PCS must be assured all along the entire lifecycle, including requirement phase, development phase, production phase and usage phase. Product integrity milestones has to be established over the entire life cycle with Product Integrity reviews (see chart):



Does your PCS or QMS also include a Recall management? Do you have a recall decision board, where R+D, Quality, Production, Purchasing, Legal director's and top level management (such as BOM, GM, CEO) are members of the recall decision board? Does the recall decision board also include Cyber Security? How do you organize a recall by using OTA? For OTA updates we have different requirements in different regions (China, EU, USA). Management should know about for different legal requirements and have to assure them with effective PCS.

This management training will introduce to be aligned with your management team before providing it and can have the following option as possible content:

- Introduction and explanation on new requirements on new VDA Standard PCS
- Requirements on PI (Product Safety & Conformity)
- Basic requirements you should implement to assure product safety and conformity
- Short introduction about new Order No 75 & 76 from SAMR (released in May 2023) and the duties of Top and Mid management
- Sino-German Recall flow Chart and recall laws in China (also notification time for fire cases)
- Management overview on recall processes including the Recall decision board
- How to organize OTA recall

Our intention is to sharpen the understand and mindset of top management (tone from the top) for PCS, product safety and conformity and explain essential requirement for PCS and PSCR.

Target Audience

CEO and GM and their management team (TOP Management) of OEM and suppliers (Tier 1- Tier n) and OEM's., including Quality Directors and Managers, Engineering (R&D) Directors and Managers, Production Directors and Purchasing Directors and Managers, Project Managers, Managers for Quality Auditors (1st /2nd and 3rd Party Auditors), and any managers involved and responsible for Product Compliance, Product Safety or Product Integrity (e.g. PSCR).

Certificate of Attendance

Each attendee will receive a VDA QMC certificate of attendance for this Management Training, which is provide evidence for 3rd Party audits, that the top Management has been trained.

Supplementary Material

- Handout of the training material
- And if performed of workshop (photo minutes)

Duration

We design the management training according to your requirements.

We recommend a minimum duration of minimum 2 hours, better 4 hours or even entire day, but can also provide only 1 hour presentation + Q&A.

In 1 day or 4-hour management training session, VDA QMC China can also include some exercises and workshop moderation to define the important next steps and recommended changes for your organization, together with your management team. Content for this Training combined with WS need to be aligned with each customer upfront and will be based on customer requirements.

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0.2 NEW

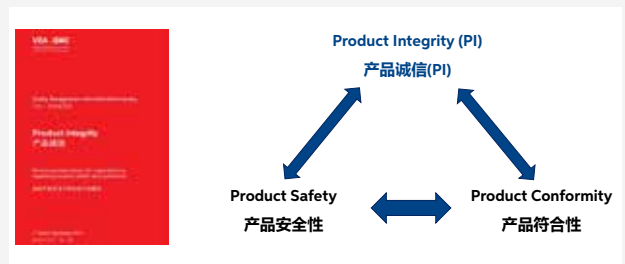
SAMR order No. 75 & 76 (May 2023) vs. PSCR & PCS requirements

Contents

This Management Training will explain the Regulation [2023] No. 75 on Supervision and Management of Producers of Industrial Products to Implement the Responsibility for Quality and Safety and Regulation [2023] No. 76 on Supervision and Management of Sellers of Industrial Products to Implement the Responsibility for Quality and Safety and Regulation (“Orders No. 75 & 76”), which were released by the State Administration for Market Regulation (SAMR) and took effect on May 5, 2023.

The Orders No. 75 & 76 require top management to review safety-related KPI on monthly basis to assure the safety of their products. The Quality Safety Director must report to the top management (see graphic below) and must conduct product safety and compliance reviews on a weekly basis. This requirement is similar to the PSCR (Product Safety and Compliance Representative) defined in the VDA Standard Product Integrity (PI). The new VDA Standard PCS (Product Compliance System) is supporting the implementation of the Orders No. 75 & 76.

This Management Training elaborates the content of the Orders No. 75 & 76 as well as the interfaces to existing VDA Standards on Product Safety and Product Compliance. The appointment of the PSCR (Product Safety & Conformity Representative) along the entire supply chain is a mandatory requirement for all German OEMs, which shall fulfil the PSCR and new PCS requirements along the supply chain to assure product compliance.



The main difference between the VDA PI requirements and the requirements under the Orders No. 75 & 76 is the frequency of the mandatory reviews. It is an obligation for each organization to conduct the reviews on a regular basis, i.e. monthly by the top management, weekly by the Quality Safety Director and daily by the Quality Safety Officer on the shop floor.

The above graphic provides an overview of the requirements of the Orders No. 75 & 76.

The new VDA PCS provides guidance on how to implement an effective Product Compliance System to ensure compliance with the laws and regulations in China, including the Orders No. 75 & 76, as well as with the legal requirements for exporting countries (see also “Fit for Germany” training on page 19). The Management Training will enable the participants to understand and implement the requirements of the Orders No. 75 & 76 and VDA PI and PCS Standards in their development, production, and after-market safety processes.

Target Audience

CEOs and GMs and their management teams (Top Management) of OEMs and suppliers (Tier 1 - Tier n), including Quality Directors and Managers, Engineering (R&D) Directors and Managers, Production Directors and Purchasing Directors and Managers, Project Managers, Managers for Quality Auditors (1st /2nd and 3rd Party Auditors), and any managers involved in and responsible for Product Compliance and Product Safety or Product Integrity (e.g. PSCR).

Certificate of Attendance

Each attendee will receive a VDA QMC certificate of attendance for this Management Training, which provides evidence for authorities and 3rd Party audits, that the top management has been trained.

Supplementary Material

- Handout of the training material
- And if performed of workshop (photo minutes)

Duration

We design the management training according to your requirements. Specific content for the Management Training combined with WS will be individually aligned with your organization in advance.

We recommend starting with a half day management assessment, during which we will analyse potential improvements in the course of a SWOT-analysis, which shall serve as a basis for the 2-day management training.

During the 1st day of the management training, we will focus on the Orders No. 75 & 76, considering the PSCR & PCS requirements, including compliance with carbon-footprint and supply chain requirements.

In the afternoon of the 2nd day, the Management Training will touch on the recall regulations in China (Sanbao), based on which we will introduce and discuss important court decisions for better and practical understanding of the PSCR requirements.

But we can also adjusted it to a 1-day training and WS class for your management, if times not allow 2,5 days as recommended above.

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0.3

UPDATED

Management Training for Executives and their teams: Assure Product compliance and the importance of Audits (System / Process / Product) to assure legal and customer requirements and guide the organization towards Excellence

Contents

Within the framework of the current transformation of the automotive sector to digitalization and launching of new BEV and ICV products (also exported overseas), the CEO and top management must assure product compliance. New requirements are defined by GB and GB/T from Chinese Authorities and from your customers. You must be aware of them, understand them and fulfill them. With Software updates over the Air (OTA), safety-related functions and other functions related to homologation could be impacted. The CEO and the board of directors are personally responsible to assure that products on the market are state of the art and fulfill all legal requirements.

Accordingly, many new governmental regulations (GB and GB/T) will soon be released in China, as well as new international standards (ISO Standard, e.g., ISO/SAE 21434, ISO PAS 5112) and new mandatory automotive industry standards (e.g., VDA 2 (PPA including Software release), Product Integrity (incl. OTA), A-Spice) are released. Every organization should have a system to assure the implementation and review of the effectiveness (part of Management review IATF16949).

Audits (System, Process and Product audit) are useful and required tool to ensure the compliance of your products, as well as a continuous improvement process for your organization during the period of transformation into the digital era.

Target Audience

CEO and their management teams (TOP Management) of suppliers Tier 1-, Tier n and OEM

Certificate of Attendance

Each attendee will receive a VDA QMC certificate of attendance for this Management Training

Supplementary Material

- Handout of the training material
- And if performed of workshop (photo minutes)

Duration

We design the management training according to your requirements.

We recommend a minimum duration of minimum 2 hours, better 4 hours or even entire day, but can also provide only 1 hour presentation + Q&A.

In 1 day or 4-hour management training session, VDA QMC China can also include some exercises and workshop moderation to define the important next steps and recommended changes for your organization, together with your management team. Content for this Training combined with WS need to be aligned with each customer upfront and will be based on customer requirements.

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0.4 NEW

Fit for Germany (Product compliance and conformity of production for Europe) - Management Briefing

Contents

Are you exporting to Germany or Europe? Direct or indirect as a supplier?

China became the world record holder of exports vehicles in the world in 2023. Exporting vehicles to foreign markets require fulfillment of all legal requirements in the exporting market (CoP). German OEM started exporting passenger cars to Europe made in China (e.g. BMW iX3, VW Anhui Cebra to Europe). Tesla and Chinese OEM's are increasing made in China cars exported to European Market and other markets. Have you assured CoP and do you know all legal requirements? Are you prepared including your supply chain?

QM-Systems based on IATF16949 requires following:
"All processes, products, and services provided must comply with the applicable legal and regulatory requirements of

- exporting country,
- importing country,
- destination country specified by the customer!"

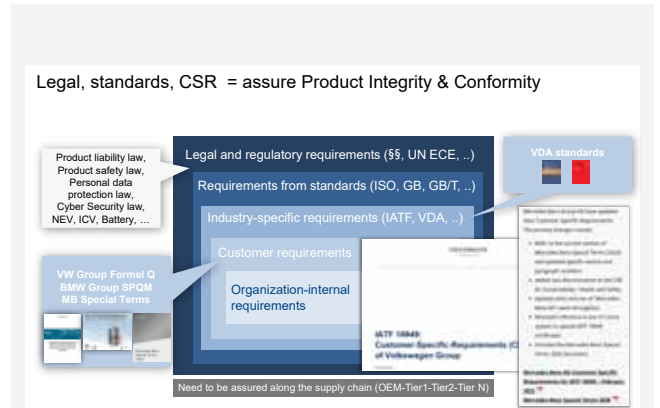
If the customer specifies special monitoring measures for certain products that are subject to legal and regulatory requirements, the **organization must ensure** that this **monitoring** is done and maintained continuously – **even in the case of suppliers!**"

With other words, the **entire supply chain must know and fulfill the requirements for exporting countries the vehicle will be exported!** That includes the laws (legal requirements), requirements from international standards (e.g. ISO or UN ECE for EU ECE requirements for safety related parts, those international standards are mostly different from GB standards), automotive specific standards (IATF16949 and VDA Standards) and CSR (customer specific requirements).

This is essential for homologation, but also in case of any quality problems or even recalls.

Do you have all the available PPA (Productions and parts approval), test validation and test records available to proof that all test at your side has been performed with positive results (proof conformity of product safety and compliance)? Did you define for quality records the achieving periods?

Following picture provides an overview about the hierarchy of requirements:



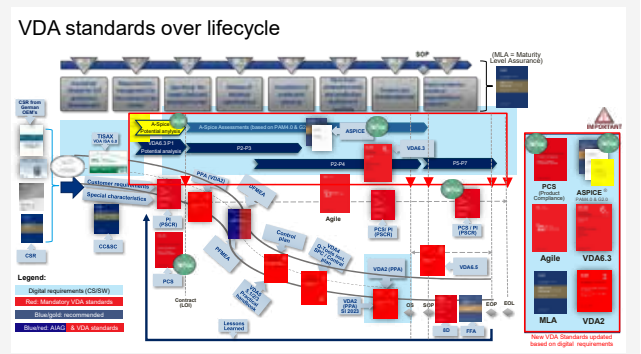
Do you know the German and European legal requirements?

- What do you know about ECE?
- Do you know law in EU and Germany, e.g. BGB, HGB, recall law, OTA processes, KBA?
- EU product safety act?
- EU Digital Service act?
- VDA Standards (the define state of the art), e.g. new VDA Standard on Product Compliance System (PCS) released in Dec. 2023 and Product integrity Standard including OTA released in 2020?

VDA Standards are mandatory request from German Car manufacturers (OEMs). Many VDA Standards have been updated due to new digital requirements in the automotive industry. Are you familiar with them?

For all German OEM it is mandatory to define one PSCR (Product Safety and Compliance Responsible, details see Product Integrity). The PSCR needs to assure that all product conformity with all legal requirements, Customer requirements. That also includes exporting countries to assure the safety of products & product conformity incl. fit and function. This is a requirement along the entire supply chain.

Have you integrated the VDA Standard (here shown when applicable over life cycle) in your Quality Management System and are all responsible employees and manager aware about them?



This training provides an overview about basic requirements on CoP, Product and Compliance System mandatory and important requirements, if you export parts to Europe (or Germany) or if you deliver to an OEM in China, who is exporting his cars to Europe (or Germany) or if you deliver to an OEM in China, who is exporting their vehicles to the European Market (EU)..

This training is not replacing legal consultancy, which you should consider in addition. We are providing a general overview about important requirements, you should know, if export to Europe.

Better you get prepared, before the first recall or customer complain will cost you lots of money.

Target Audience

CEO, CTO, CIO, QM-Manager/Directors, R+D Manager/Directors, PSCR's other Managers/Directors: Purchasing and supplier management, homologation, etc.

Certificate of Attendance

Each attendee will receive a VDA QMC certificate of attendance for this Management Training. This support to pass external audits, e.g. by your customer, IATF16949 Auditors and internal audits.

Supplementary Material

- Handout of the training material
- And if performed of workshop (photo minutes)

Duration

We design the management training according to your requirements.

We recommend a minimum duration of minimum 2 hours, better 4 hours or even entire day, but can also provide only 1 hour presentation + Q&A.

In 1 day or 4-hour management training session, VDA QMC China can also include some exercises and workshop moderation to define the important next steps and recommended changes for your organization, together with your management team. Content for this Training combined with WS need to be aligned with each customer upfront and will be based on customer requirements.

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0.5

IATF 16949 for Executives

Contents

Conformity with IATF 16949 is the condition for acceptance into the automotive manufacturers' list of suppliers. This also includes top management's willingness to take active and personal responsibility for quality: All executives and process owners in an organisation must fulfil their obligations as regards quality, according to the new body of rules.

In this training, executives must deal openly with the standard's requirements and its respective opportunities. Participants receive the necessary specialist knowledge for their professional practice and information on how to implement it in their organisation.

Objectives

The focus is on presenting specialist knowledge that enables the participants to implement the executive responsibilities required by IATF 16949 in their organisations. First, the topics of process management and automotive process approach are dealt with. The participants get to know the structure and contents of IATF 16949 and ISO 9001, are acquainted with the requirements from both standards that pertain to top management. Additionally, they are provided an insight into the IATF certification rules, and can get answers to their questions about how to implement a QM system.

Concept and Methodology

Technical lectures, discussions and exchange of experiences alternate throughout the training.

Target Audience

This training is for responsible personnel (chief executives, plant managers and executives) from all areas such as manufacture, development, purchasing, etc., who are not auditors.

Certificate of Attendance

At the end you will receive a certificate of attendance.

Supplementary Material

QM system standard IATF 16949
VDA QMC standards collection
DIN EN ISO 9000, 9001, 9004 and 19011

Duration

We design the management training according to your requirements.

We recommend a minimum duration of minimum 2 hours, better 4 hours or even entire day, but can also provide only 1 hour presentation + Q&A.

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0.6

UPDATED

VDA 6.3 – For Executives (Management Awareness Training)

Contents

More than ever, executives are required to take responsibility and to be adequately informed about company processes and developments in order to make the right decisions. IATF 16949 requires top management to play a leading role in meeting all requirements that customers expect from the organization and its processes, products and services.

The key to the success of your company is to define KPI and the continuously review target achievements in particular for Product Audits (VDA 6.5 ID 318) and Process Audits (VDA 6.3, ID 315). A new VDA 6.3 has been drafted and will be released by end of 2022. The management training will also include an outlook to changes in VDA 6.3, which will include digital questions and software development and release and on Cyber security aspects. Beside commercial KPI's and other KPI on process audits, digital topics (e.g. CS incidents, OTA, recalls in the markets on similar products of competitors) have to be reviewed by top management regularly for your company, your region and for specific products.

We will explain new advised KPI based on PI (Product Integrity) and new VDA 6.3 (draft). The management training will also include content on process Audit requirements for Top Managers. We give you a better understanding and an overview about how and when to use the different parts (P1 – P7) of VDA 6.3, how to read an Audit report, how to learn about Process Audit results and to implement a Kaizen or Continuous Improvement process. We will explain what the German OEM requirements are in regards of Process Audits and how to implement the Process Audit results for supplier and internal results into your management review.

Responsibility for quality must be actively and personally undertaken and controlled by top management. This training presents the specific requirements mandatory for top management and gives hints and practical advice for possible implementation within your organization.

Objectives

- Process Audit purpose and management briefing (process approach in automotive industry)
- Structure of VDA 6.3 and different in Potential analysis, Project review and Process Audit
- VDA 6.3 and German OEM requirements for top management
- How to read a Process Audit report
- How to implement a Kaizen or Continuous Improvement process

based on Process Audits

- Understand failure as a treasure and chance to improve
- Process Audit results as a mandatory and essential input and KPI for the Management review
- Importance of qualified and experienced Process Auditors

Target Audience

Responsible personnel (GM, CEO, chief executives, plant managers and executives) from all areas such as quality, manufacture, development, purchasing, etc., who are not auditors.

Supplementary Material

- Handout of the training material
- And if performed of workshop (photo minutes)

Duration

We design the management training according to your requirements.

We recommend a minimum duration of minimum 2 hours, better 4 hours or even entire day, but can also provide only 1 hour presentation + Q&A.

In 1 day or 4-hour management training session, VDA GMC China can also include some exercises and workshop moderation to define the important next steps and recommended changes for your organization, together with your management team. Content for this Training combined with WS need to be aligned with each customer upfront and will be based on customer requirements.

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0.7 UPDATED

The importance of Cybersecurity and Software in the Automotive Industry

Contents

UN ECE R155 (CS) and ISO/SAE 21434 require the implementation of CSMS (Cyber Security Management Systems).

The CSMS Certificates is requested for the type approval in Europe and Japan. China will follow this year. Have you installed your CSMS successfully already?

For all export suppliers or those suppliers who deliver parts for OEM, who export cars to Europe or Japan, you need to have CSMS Certificates based on ISO/SAE21434.

The Management training will provide an overview of the Cyber Security and OTA rules and regulations in China and Europe, and the important items for the management of the automotive industry in China. We will explain to your management team important content of CSMS and OTA requirements and provide basics about UNECE R155 / 156, Product Integrity including OTA and ISO/SAE 21434.

We will discuss the next steps with your management team and advice you to assure practical solutions to assure an effective CSMS. Additionally, we can provide you basic understanding about A-SPICE requirements including A-SPICE Cyber Security and very important how you should be released software in the future.

The class will be tailor-made for your needs and level of knowledge. Therefore, we have to align before to assure a successful management training class.

Target Audience

- CEO, CTO, CIO, QM-Manager/Directors, R+D Manager/Directors, Managers/Directors
- Purchasing for Suppliers and Services and other high-level managers in contact with Cybersecurity

Certificate of Attendance

Each attendee will receive a VDA QMC certificate of attendance for this Management Training

Supplementary Material

- Handout of the training material, or
- Photo minutes if performed of workshop

Duration

We design the management training according to your requirements.

We recommend a minimum duration of minimum 2 hours, better 4 hours or even entire day, but can also provide only 1 hour presentation + Q&A.

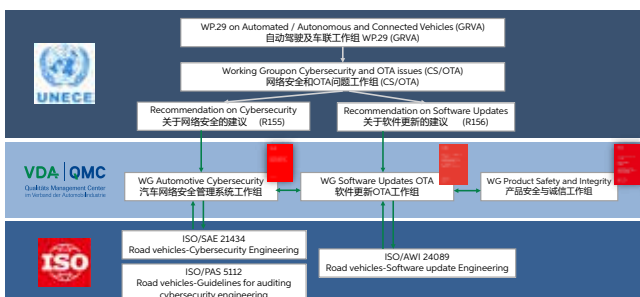
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VDA working group CSMS and OTA based on UNECE R155 & R156



0.8

UPDATED

VDA Standards Overview

Contents

Quality starts at the Top Management level. Top Managers must be aware of the important requirements in the automotive industry. We share with you the challenges of the TOP Management in time of transformation to digitalization and provide an overview about important and adjusted VDA standards based on your needs and business scope.

This management training provides an overview of all VDA Standards and highlights which standards are mandatory and which standards are guidelines for suppliers and OEMs. Many VDA Standards have been updated or new released (e.g., new VDA 6.3, Cyber security Management Systems, OTA, Software release) to ensure software (incl. OTA) and Cyber Security are essential for your future.

Are you familiar with them?

How do you implement them into your organization and how do you measure their effectiveness?

PSoftware release including OTA is increasingly becoming an important topic. A new requirement related to software releases was added to the VDA 2 (Production and Parts Approval). This also impacts OTA (software update over the air), which is now a part of PI (Product Integrity Standard).

During our training courses, conferences, and coaching projects, we experienced an insufficiency in China related to the knowledge of important international automotive standards and VDA standards. Do you know the difference of VDA 2 and PPAP, or VDA 5 and MSA, or MLA and APQP? The VDA standards are all updated on different requirement and state of the art. You have to know and implement them.

All requirements of the German OEMs are defined in their supplier manuals and in the purchase Order (P/O), including the technical specifications and in the CSR (CSR = Customer specific requirements). Those documents are referring the VDA standards. VDA Standards are important for the fulfillment of customer-specific requirements for German OEM.

Target Audience

CEO and GM and their management teams (TOP Management): of suppliers Tier 1- Tier n and OEM's., including Quality Directors and Managers, Engineering (R&D) Directors and Managers, Production Directors and Purchasing Directors and Managers, Project Managers, Managers for Quality Auditors (1st /2nd and 3rd Party Auditors)

Certificate of Attendance

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Supplementary Material

- Handout of the training material
- And if performed of workshop (photo minutes)

Duration

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