

Supplier Management and Development

Demand Planning

Forecasting Demand for Improved Business Performance

A 2-day Intense Course

Dates: 24th - 25th July 2018

Venue: Supply Chain Academy, Upminster, London (UK)

£695 plus VAT - Book

This course will look at the topic of demand in the context of the traditional planning loop (plan, do, act), emphasising the need to plan for demand to meet clear objectives.

It will also incorporate measuring performance and taking action to get back on plan to meet those objectives.

This course is designed for: Analysts, Managers, and Executives who may be working in the following functions:

- Demand Planning
- Sales & Operations Planning
- Sales, Business Development, and Marketing
- Product Management
- Finance
- Strategic Planning
- Operations
- Supply Chain Functions
- Inventory Management
- Procurement and Buying

It will also be valuable for new graduates and others staff interested in forecasting, business planning, and aligning operations with market demand.

By the end of this course participants will be able to:

- Convert data into actionable plans to ensure accurate, detailed and timely demand planning and forecasting
- Overcome challenges in organisational forecasting using latest forecasting methods
- Ensure tactical plans are linked to strategic objectives through the use of Sales & Operations Planning (S&OP)

Topics will include:

- The importance of demand planning and demand management
- How to improve the demand planning process within your company
- The importance of the forecasting process
- Forecasting as part of demand planning
- The fact that demand can be managed, influenced and adjusted

- The relevant performance measures for demand management
- What can be done to stabilise demand and better balance demand and supply?
- How improving demand planning and demand management can improve overall business performance
- Work with S&OP grids in both Make to Order and Make to Stock environments

The course is designed to allow participants to link techniques with experience from the workplace. Attendees are encouraged to bring their personal examples and challenges in this area and the course will aid them to find effective improvements that can be implemented and provide a real return on the investment in this training

Open and in-company courses available in the UK or in your country

This course will be conducted in the English language.