

Course Overview:

Demand Planning & Forecasting is both an art and a science. It requires informed judgment, business expertise, and technical skills. Done well, it can provide a true competitive edge and increased sales, while managing inventory and maintaining best-in-class customer service.

Course Objective:

- What you need to know about demand planning & forecasting
- Why we need forecasts and what role do they play in the supply chain
- How to effectively create and launch an effective demand planning process
- The ingredients of an effective forecasting process why we need it
- Why is it important to have a consensus forecasting process in place
- Why is it important to have a single number forecast and plan

Course Outline:

- Customer Segmentation
- Knowing the Needs of the Customer
- Demand Planning
- Principles of Forecasting
- Effect of Lead Time on the Forecasting Process
- Inventory Accounting
- Demand Management
- Customer Service
- Cost of Operations

Who Should Attend:

Purchasing, Procurement, Inventory, Sales and Project personnel

Training Language:

Eng

Training Methodology:

- Presentation & Slides
- Audio Visual Aids
- Interactive Discussion
- Participatory Exercise
- Action Learning
- Class Activities
- Case Studies
- Workshops
- Simulation

Venue | Date | Fees

Riyadh | 10-12-2023 | 10,350 SAR