

Click to verify



Do you want to achieve the same success as Motorola Solutions in reducing your inventory carrying cost and lead time? With the unpredictable nature of products and the rapid pace of technological change, demand forecasting and inventory management can be a daunting challenge. But with a demand planning solution that harnesses the power of advanced analytics and machine learning, you can overcome these obstacles just like Motorola Solutions. They were able to reduce their inventory carrying cost by 10% (from 15%) and lead time by 30% (from 90 to 60 days), all while improving their demand forecasting accuracy to 85% and reducing stockouts from 20% to just 5%. This Certified Supply Chain Demand Planning & Forecasting Professional (CSCDP) program is designed to provide you with powerful learning experience and turn you into an expert in demand planning and forecasting. The program will equip you with the knowledge to master the art of demand planning and forecasting, including the latest statistical models and techniques such as regression analysis and exponential smoothing. With a comprehensive understanding of how to gather data from all relevant stakeholders in the supply chain, you will be able to use powerful tools such as Exponential Smoothing (ETS) and Autoregressive Integrated Moving Average (ARIMA) to accurately predict sales and meet customer demand. You will learn how to build meaningful key performance indicators (KPIs) and metrics to measure the effectiveness of your demand planning and forecasting processes, and how to streamline supply chain processes to increase efficiency and boost performance. Furthermore, you will gain the skills to turn your Sales & Operations Planning (S&OP) data into actionable insights that drive customer satisfaction and success. By the end of the program and upon passing the Chartered exam, you will have earned the Certified Supply Chain Demand Planning & Forecasting Professional (CSCDP) designation that will equip participants with the knowledge and skills in the field of demand planning, forecasting and modeling in supply chain. The CSCDP program is a highly regarded certification in the field of supply chain. By earning the CSCDP certification, participants will demonstrate their expertise and commitment to their careers, making them more competitive in the job market and opening up new career opportunities. Globally demanded and recognized, this designation is also an industry-recognized trademarked charter developed by the Chartered Institute of Professional Certifications and has lifelong validity. The content of the program has also been independently accredited and certified by CPD as conforming to continuing professional development. Demand Planning is the art and science of accurately forecasting the demand for your supply chain. In these series of workshops, you will learn how to develop a baseline statistical forecast and leverage a collaborative process to add customer intelligence. This workshop will review the gamut of organizational metrics for a manufacturing supply chain. We will discuss the mechanics as well as organizational ownership of these measures. This workshop will explain how these measures are inter-related and the effect of organizational bias on the observed metrics and a model of how we can align incentives. Does your organization have a financial forecasting process that is distinct from your supply chain planning process? This could potentially result in a disconnected supply chain plan, causing sub-optimal inventories and inferior customer service. Implementing an efficient and cost-effective Sales and Operations Planning Process brings together all elements of Sales, Marketing, Finance and Operations into one integrated set of plans. This integrated planning forum greatly enhances communication of key market and customer intelligence into the supply chain. Read More SAP APO is a popular supply chain planning tool among many Fortune 1000 companies today. APO is a powerful tool that can help you create better demand forecasts and finished goods plans, when properly implemented together with appropriate training for the planning professionals. The APO DP training offered by Demand Planning Net is a comprehensive three day. Read More Collaborative forecasting and replenishment activities extend an organizations supply chain to include both the suppliers and the customers. In this session, we will review the various collaboration initiatives that are fairly common in the CPG sector and their key benefits to the manufacturers supply chain. Read More The objective of this workshop is to review the close link between forecast accuracy and inventory optimization and discuss the implications of forecast error for inventory strategies. Lead time uncertainty, safety stock, and planning to forecast. The workshop will also look at the mechanics behind the various demand metrics. Read More In the Strategic Forecast process, the retail takeaway is a key input. We incorporate the effects of changes in Market share, consumption patterns, and inventory cycles to model a shipment forecast. Hence this is a demand-driven pull forecast. This workshop will explain how demand forecast is modeled as a function of point-of-sale consumption forecast and changes in retail inventory. We explain the mechanics of obtaining and using syndicated POS data from sources like Nielsen and IRI. Read More Demand planning training is the important process of forecasting product demand to ensure timely delivery to customers. Master the essential techniques for forecasting demand, managing, and planning for demand uncertainty and learn how to build this into sales and operations planning. With our demand planning courses your team will learn the various forecasting and statistical techniques for existing and new product introductions (NPI) including quantitative and qualitative methods. Your demand plans are the single most important input into your supply planning (MRP / ERP) and Sales & Operations Planning (S&OP). Better organizational performance relies on optimizing your demand plans, using the forecasts and their associated inaccuracies to apply the best inventory and supply planning strategies to mitigate and manage the demand risks that protect your customers. Demand forecasting. Learn the key considerations in making a forecast by exploring real world use cases and understand the different forecasting methods both quantitative and qualitative. Learn how to make decisions that have the most impact as well as understand how different departments use forecasts to meet organizational needs. Quantitative forecasting. Explore how to make accurate forecasts by using trends, cyclicality and seasonality and apply critical thinking to separate meaningful patterns from noise. Deep dive quantitative forecasting methods such as the naive, average, moving average, weighted moving average, and exponential smoothing and learn when, and when not to use each method. Qualitative forecasting. Learn how to use the opinions and estimates of experts, executives, and customers to make your forecasts more complete. Learn how to use qualitative forecasting methods such as the Jury of Executive Opinion, Delphi, and Salesforce composite to gain an understanding of when to use customer surveys and test marketing to enhance forecasts. Forecasting process. Forecasting is never 100% accurate. In our Improving the Forecasting Process course, we explore how to influence business practices that may be the root cause of forecast inaccuracy and how to diagnose and solve problems in the process of demand forecasting. Creating consensus. Examine the role of the consensus forecast combining distinct sets and sources. Learn about top-down and bottom-up forecasts, including the advantages and disadvantages of each and understand key decisions such as the forecasting horizon, interval and discover the benefits of multi-department data sets to create the best possible demand forecast. Improving accuracy. Effective insights rely on accurate data. Learn how to determine how large (Mean Absolute Percentage Error) and in which direction (forecast bias) your errors are. You will learn which forecasts to measure, which time span, how often, and which levels to measure. You will learn about potential causes of forecast error, how to spot and correct them. Advanced time series. Go even further and explore advanced methods such as Holt's 2-factor method and explain the Holt-Winters method simply. Trends slow down over time, so this course explains how to use damped trends to ensure your forecasts stay accurate longer. We provide full mathematical calculations and complete example calculations as downloads, providing learners with everything they need to apply these methods straight away. Simple regression. Understand the techniques and know-how to improve the accuracy of forecasts by identifying factors that affect demand, such as advertising and calculating the impact they have on demand. Multiple regression. Further improve accuracy of forecasting by accounting for many causal factors, such as advertising, discounts, and the state of the economy, then learn how to test how good your forecasting model is. New products. Understand essential methods to plan for NPIs such as market sizing, bass diffusion model, market intelligence, expert opinion, and other methods for determining demand for new products. Demand metrics. Learn how to measure and improve agility and asset management efficiency, with real-world examples of how the supply chain function can contribute to the improvement of these metrics. Smart learning, smarter savings got up to 30% off select programs until June 19. Use the code SMARTEDX25. Learn more. This two-day demand planning course covers the fundamentals of demand management and planning, the flow of process and challenges. We also touch briefly on the evolution of the demand planning function and job scope as well. We will cover recent case studies and situational analysis in this workshop. This interactive course covers the topics of understanding and controlling demand; the keys to demand management; the demand planning process and management of assumptions; the impact of the extended supply chain and the vital activity of demand control to bring order into near term activity. It particularly describes the business process of demand management as a critical element of the Integrated Business Management process. There will be frequent breakout sessions so that participants can consider the gap between the current HUF process and potential improvements. How can I find out more information about a specific course? For detailed information about specific courses, including course content, schedules, and instructors, you can visit our website or contact our customer service team. They will be happy to provide all the information you need to make an informed decision. Can I get a discount for group bookings? Yes, GLOMACS offers special discounts for group bookings. If you're planning to enroll multiple participants from your organization, please reach out to our team to discuss the available discount packages. How are GLOMACS courses structured? Our courses are structured to provide a balanced mix of theory and practical application. They typically include presentations, case studies, group discussions, hands-on activities, and interactive Q&A sessions to maximize learning outcomes. Will I receive a certificate upon completing a GLOMACS course? Yes, upon successful completion of any of our training courses, GLOMACS Certificate will be awarded to the delegates. This certificate is a valuable addition to your professional portfolio and is recognized across various industries. Does GLOMACS offer customized training for organizations? Yes, GLOMACS provides customized training solutions tailored to meet the specific needs of organizations. We work closely with companies to design bespoke training courses that address their unique challenges and objectives. How can I register for a GLOMACS course? You can register for a GLOMACS training course by visiting our website, selecting the course of your choice, and following the simple registration process. You can also contact our support team for assistance with the registration process. Who are the trainers at GLOMACS? Our trainers are industry experts with years of practical experience in their respective fields. They bring real-world knowledge and insights into the classroom, ensuring that our participants receive top-tier, applicable skills and expertise. Are GLOMACS training courses available online or in-person? GLOMACS offers both online and in-person training options. You can choose from interactive virtual sessions or attend one of our globally located in-person training courses. The flexibility ensures that learning fits your schedule and preferences. What types of training courses does GLOMACS offer? GLOMACS offers a wide range of professional development training courses across various industries, including Leadership & Management, Finance & Accounting, Human Resources, Engineering, Oil & Gas, Operations and Logistics, Engineering and Technical and more. Our training courses are designed to enhance career growth and organizational effectiveness. What are the key benefits of attending a GLOMACS course? Attending a GLOMACS training course offers numerous benefits, including enhanced professional skills, increased employability, industry-recognized certification, networking opportunities with peers and experts, and the chance to apply practical knowledge directly to your workplace. Why should I choose GLOMACS? GLOMACS is a globally recognized leader in professional training and development, with a reputation for delivering high-quality, results-driven training courses. We offer a broad spectrum of training courses taught by expert trainers, flexible delivery options (both online and in-person), and accredited certifications that add real value to your career. Demand management and forecasting is one of the most important aspects of any organization where demand for its services or products are determined. Planning for demand is also required internally so that there is a product available on time without an excess of inventory. Demand planners are more challenged with increased uncertainties of market demand. To achieve accurate demand planning and forecasting, demand planners are required to combine the forecasting science with effective judgment on both internal and external factors. This is not an easy task. The management of demand is a function of how an organization controls its capacity whether it is in terms of its resources, inventory, or human resource. Demand Management is essential in order that the organization is cost-effective, cost-focused, and to be lean in its operation. Demand Management and Forecasting training course covers the fundamentals of demand management and planning, including roles/responsibilities and accountabilities, definitions, process flows, levels, timing and horizons, technologies, and mechanics. 1. A global-friendly and dynamic 12-module course and certification package. 2. Access the course at your convenience any time, day or night, for up to 6 months. 3. Registration is quick and easy. Once you've registered and paid, you can start your training right away. 4. Take the Certified Professional Forecaster exams and validate your skills with a globally recognized certificate. eLearning is a convenient, on-demand learning program that allows individuals to access world-leading training in forecasting, planning and S&OP. Developed by the industry's most-renowned experts, it is the most comprehensive training of its kind and is designed to prepare professionals for the forecasting and planning challenges of today and tomorrow. Culminating with the Certified Professional Forecaster (CPF) exams, there is no better way to develop and validate your skills. CPF certification and the skills you acquire make you highly marketable, with many certified professionals saying it has facilitated career progression. Who is eLearning For? Individuals in forecasting, supply chain, demand planning, S&OP, FP&A, and commercial functions looking to build or improve their process knowledge and technical skill set in the field. Corporate teams in forecasting, demand planning, S&OP and more looking to standardize knowledge with best practices. Leaders in demand planning and forecasting responsible for the demand planning function and S&OP process. Directors looking to support consideration of potential improvements to the company's existing methods and procedures. Typical Course Content: The purpose of forecasting, short-term and medium term. Alternative approaches to demand forecasting including subjective methods, causal analysis and time series projection. The importance of a good seasonal analysis. Different ways of dealing with seasonality. Example of a simple way to calculate a set of seasonal indices and make use of this in forecasting. Curve fitting as a way of projecting the sales trend. This covers straight line fitting plus a number of other types of curve. Time series forecasting starting with simple moving average as a basic method of demand forecasting. Introduction to exponential smoothing including worked example of some simple forms of this family of methods. Forecasting for new products and some practical ways of dealing with this difficult subject. Discussion around demand forecasting for promotions and some methods for dealing with them. The need to cleanse historical data prior to statistical forecasting. Forecast accuracy measurement and the most effective measures to use in accuracy reporting. A worked example is given to illustrate the most usual methods. Further examples of time series forecasting with exponential smoothing including some worked examples and explanation of the full range of possibilities in this extensive family of methods. Dealing with abnormal historical data. Some basic methods for inventory planning including choice of the timing and size of stock replenishment orders. Calculation of safety stocks for fast moving and slow moving items. Forecasting and planning for intermittent demand. Calculation of a stock development plan in conditions of infinite supply or constrained supply. Management of abnormal demand. If the company operates in a consumer goods market, the availability of EPOS data and its potential use in forecasting and planning. Forecasting in the context of a sales and operations planning process. Considerations around demand forecasting for the medium term as opposed to short term horizon. The six steps in a typical demand forecasting process and consideration of best practice in forecasting for the specific company. Click here to see Terms and Conditions The Certified Professional in Demand Planning Processes (CPDP) certification is a prestigious credential that validates expertise in demand planning and forecasting. Professionals who earn this certification demonstrate a deep understanding of demand planning processes, tools, and best practices. Individuals who achieve CPDP certification are equipped with the knowledge and skills to optimize inventory levels, improve forecast accuracy, and enhance supply chain efficiency. This leads to reduced costs, increased customer satisfaction, and improved overall business performance. The CPDP certification is highly relevant in industries such as retail, manufacturing, logistics, and supply chain management. Demand planning plays a critical role in these sectors by helping organizations anticipate customer demand, plan production schedules, and manage inventory levels effectively. What sets the CPDP certification apart is its focus on practical, real-world applications. Candidates are required to demonstrate their ability to apply demand planning concepts in a variety of scenarios, ensuring that they are well-prepared to tackle the challenges of today's dynamic business environment. By earning the CPDP certification, professionals can distinguish themselves in the job market, advance their careers, and contribute to the success of their organizations. This credential is a valuable asset for anyone looking to excel in demand planning and make a meaningful impact in their field. Certified Professional in Demand Planning Processes (CPDP) is crucial in today's market due to the increasing complexity of supply chains and the need for efficient inventory management. In the UK, the demand for skilled professionals in this field is on the rise. According to the UK Bureau of Labor Statistics, there is a projected 10% growth in demand planning jobs over the next decade. CPDP certification demonstrates a candidate's expertise in forecasting, inventory control, and supply chain optimization. Employers are increasingly seeking professionals with CPDP certification to ensure their operations run smoothly and cost-effectively. With the rise of e-commerce and global supply chains, demand planning has become a critical function for businesses to meet customer demands while minimizing costs. Having CPDP certification not only enhances one's career prospects but also opens up opportunities for higher salaries and advancement in the field. By staying updated on the latest trends and best practices in demand planning, CPDP professionals can help their organizations stay competitive in today's fast-paced market. Who is this course for? This course is ideal for professionals in the UK who are looking to enhance their skills in demand planning processes. Whether you are a supply chain manager, demand planner, inventory analyst, or operations manager, this certification will provide you with the knowledge and tools needed to excel in your role. Industry Statistics in the UK: | Industry Sector | Demand Planning Challenges | |-----|-----| Retail | 67% of retailers struggle with demand forecasting accuracy | Manufacturing | 45% of manufacturers face issues with demand variability | FMCG | 55% of FMCG companies cite demand planning as their biggest challenge | E-commerce | 60% of e-commerce businesses struggle with demand forecasting | By enrolling in the Certified Professional in Demand Planning Processes course, you will gain the expertise to overcome these challenges and drive success in your industry. Career Opportunities for Certified Professional in Demand Planning Processes Supply Chain Analyst Inventory Manager Forecasting Specialist Logistics Coordinator Operations Planner

Logility demand planning training. Demand planning training courses. Sap apo demand planning training. Sap ibp demand planning training. Ibp demand planning training. Jda demand planning training. Blue yonder demand planning training. Sap demand planning training. Demand planning and forecasting training. O9 demand planning training.