

DEMAND PLANNING

16 class hours (1 class hour is 45 minutes)

WHO IS IT FOR?

This course is recommended for professionals working in the field of sales logistics, logistics planning, and in the field of trade in connection with requirements planning. In addition, professionals working in the field of production logistics, inventory management and logistics controlling also belong to the indirect target group.

Based on their job descriptions, the following specialists might require the above mentioned training course:

- material inventory managers/specialists
- finished product inventory managers/specialists
- logistics planners
- logistics/supply chain experts
- forecasters
- production planners
- capacity planners
- logistics controllers

COURSE AIMS

The aim of the course is to ensure that after its successful completion the participants will be able to understand and plan the requirement processes inducing the companies' material processes.

COURSE UNITS

- The scope of input data required for demand planning
 - Demand plan
 - Input data
 - The data preparation process preceding demand planning
 - Sorting and cleaning methods for demand data – **data collection, analysis and preparation tasks**
- Product grouping logics supporting demand planning
 - Classification dimensions, classification methodologies (ABC, XYZ, SFACC)
 - The timeliness and the dynamic characteristic of classification, the division and interpretation of the suggested categories – **practical example** on complex product categorization, **analyses and the practice of classification methods**
- Statistical identification, selecting the forecaster model
 - Its purpose
 - The planning groups and the applicable methodological approaches,
 - The inputs and preparation of model selection, identification tests and automatic identification, the outputs of model selection – **practice of procedures**
- Forecast implementation
 - The purpose of forecast based on statistical grounds
 - Model inputs

■ SCM Tréning Központ

- The key characteristics, operation and outputs of models – **practice of the application of procedures**
- The decision supporting mechanism based on statistical forecasts
 - The need for the further analysis of statistical forecasts
 - Production planning based on forecasts
 - User interfaces supporting production planning, etc.
- Measuring the performance of the demand planning process
 - The need for measurement and implementation options
 - 'Raw' planning error data series, proportional error data series, relative error data series – **practice of measurements methods based on planning error, proportional error and relative error**
- The IT background of demand planning
 - The structure of input data in IT systems
 - **Demand planning applications and their integration into corporate processes**
 - Modern IT methods in demand planning