



TRAIN DEVELOP
EMPOWER

TRAIN • DEVELOP • EMPOWER

IN-HOUSE CORPORATE TRAINING

DEMAND PLANNING & SUPPLY FORECASTING

Improving supply forecasting accuracy, demand planning coordination, and operational responsiveness to support supply continuity and effective decision-making.



COURSE CODE

SCL-005



DURATION
3-5 Days



DELIVERY
On-site / Virtual



PARTICIPANTS
10-25 per session



CERTIFICATE
Certificate of Completion



CUSTOMIZABLE
Yes - Tailored to Your Needs

REQUEST PROPOSAL →

WHY THIS PROGRAMME?



IMPROVE FORECASTS

Strengthen demand planning and forecasting accuracy.



REDUCE VARIABILITY

Manage planning risk and demand uncertainty.



ALIGN SUPPLY

Improve inventory and supply-demand coordination.



DRIVE DECISIONS

Strengthen planning visibility and responsiveness.

IN-HOUSE DELIVERY OPTIONS

- ✓ Onsite at client premises
- ✓ Live virtual instructor-led format
- ✓ Hybrid delivery format
- ✓ Customized duration based on organizational requirements

INDUSTRIES WE SERVE

- ✓ Logistics & Transportation
- ✓ Warehousing & Distribution
- ✓ Manufacturing
- ✓ Oil & Gas
- ✓ Infrastructure
- ✓ Retail & FMCG

WHY CHOOSE TRAIN DEVELOP EMPOWER?



20+
YEARS
EXPERIENCE



35+
COURSES IN
7 CATEGORIES



100%
CUSTOMIZED
SOLUTIONS



ON-SITE OR
VIRTUAL
DELIVERY



INDUSTRY
EXPERT
FACILITATORS

COURSE OVERVIEW

Demand uncertainty, market volatility, changing customer behavior, and supply chain complexity challenge organizational planning and forecasting capability. Organizations need improved forecast accuracy, stronger operational planning, and closer coordination across supply chain, procurement, inventory, logistics, and operations.

This in-house program strengthens demand planning and supply forecasting through practical forecasting methods, planning processes, inventory alignment, demand variability management, cross-functional coordination, and operational decision-making.

Business Challenges Addressed

- > Forecast inaccuracies
- > Demand volatility and uncertainty
- > Poor operational planning coordination
- > Inventory imbalances
- > Weak supply-demand alignment
- > Planning visibility limitations
- > Reactive operational decision-making
- > Stock shortages and overstocking
- > Inefficient replenishment planning
- > Operational continuity risks

Key Learning Outcomes

- > Improve demand planning and forecasting processes
- > Strengthen operational planning coordination
- > Improve forecasting accuracy and reliability
- > Align inventory planning with demand requirements
- > Support operational continuity through forecasting
- > Improve supply-demand balancing capability
- > Strengthen planning visibility and reporting
- > Analyze forecasting-related operational risks
- > Improve cross-functional planning coordination
- > Enhance decision-making through better forecasting

WHO SHOULD ATTEND

**Demand Planning
Professionals**

Supply Chain Managers

Inventory Controllers

Procurement Personnel

Logistics Coordinators

**Operations Planning
Teams**

Warehouse & Distribution

Forecasting Analysts

Supply Planning Teams

Operational Management

TRAINING METHODOLOGY

Interactive learning approaches support practical application and can be customized to the organization's environment, industry, and participant experience.

ID

Instructor-Led Discussions

FE

Forecasting Exercises

PW

Planning Workshops

GD

Group Discussions

OPS

**Operational Planning
Scenarios**

DIA

**Data Interpretation
Activities**

CCE

**Cross-Functional
Coordination Exercises**

PTA

**Practical Team-Based
Activities**

COURSE MODULES

01 Demand Planning & Forecasting Fundamentals

- Principles of forecasting and planning
- Demand planning concepts
- Forecasting challenges in modern operations
- Supply-demand coordination fundamentals
- Planning visibility and operational impact

02 Forecasting Methods & Planning Techniques

- Quantitative and qualitative forecasting methods
- Forecast data analysis principles
- Demand pattern identification
- Planning assumptions and limitations
- Forecast accuracy considerations

03 Inventory Alignment & Supply Coordination

- Inventory planning coordination
- Replenishment planning approaches
- Supply-demand balancing concepts
- Managing demand variability
- Inventory continuity considerations

04 Cross-Functional Planning Coordination

- Sales and operations planning alignment
- Procurement and supply coordination
- Logistics and operational planning integration
- Communication and planning workflows
- Collaborative planning approaches

05 Forecast Monitoring & Performance Measurement

- Forecast accuracy measurement
- Planning KPIs and reporting
- Monitoring forecasting performance
- Early warning indicators
- Continuous planning review processes

06 Planning Risk & Operational Continuity

- Forecasting-related operational risks
- Planning disruption impacts
- Scenario planning approaches
- Contingency planning considerations
- Decision-making under uncertainty

07 Continuous Improvement in Planning & Forecasting

- Planning process improvement
- Forecast review techniques
- Operational responsiveness enhancement
- Technology and forecasting trends
- Building long-term planning capability



TAILORED TO YOUR NEEDS

Modules can be customized to align with your industry, operational environment, and participant experience.

[DISCUSS CUSTOMIZATION](#)



SCAN TO VIEW COURSE PAGE



READY TO IMPROVE FORECAST ACCURACY & SUPPLY PLANNING PERFORMANCE?

Partner with Train Develop Empower to build a resilient, agile and future-ready supply chain. Let's create lasting impact together.

[REQUEST PROPOSAL](#) →



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