



Certified Sales Professional

Sales and Operation Planning (S&OP): Aligning Sales and Marketing with Operational Functions

► Upcoming Sessions

29 Jul-02 Aug 2024	London - UK	\$6,250
04-08 Nov 2024	Amsterdam - The Netherlands	\$6,250
13-17 Jan 2025	Dubai - UAE	\$6,250

► Training Details

Training Course Overview

Sales and Operations Planning (S&OP) stands as a potent instrument for synchronizing business operations, crucial in navigating the complexities of the modern business landscape.

In recognition of this, the Anderson training course is meticulously crafted to underscore the significance of a robust Sales and Operations process across diverse business contexts. Participants will gain insights into the pivotal role of senior management commitment in the planning process and its indispensable contribution to business success. Moreover, the course underscores the imperative of leveraging Manufacturing Planning and Control (MPC) processes to foster cohesion between sales and marketing teams on the demand side, and manufacturing and operational departments on the supply side. By fortifying Sales and Operations Planning (S&OP) processes, businesses can enhance their planning efficacy and achieve greater alignment with operational objectives.

Training Course Objectives

By attending this Anderson training course, delegates will be able to:

- Understand the importance of balancing supply and demand functions while recognizing the impact on financial targets
- Design a robust S&OP process for supply chain and service businesses
- Understand the importance of forecasts in S&OP
- Understand the importance of CEO involvement in S&OP

Designed For

This Anderson training course is suitable to a wide range of professionals but will greatly benefit:

- Executive management
- Production managers
- Finance managers
- Marketing Managers
- Supply chain managers

► Training Details

Day One: S&OP overview

- Evolution of ERP and role of S&OP
- The S&OP Journey
- End to End Supply Chains
- Technology in S&OP
- S&OP Process
- Definitions of S&OP

Day Two: Demand Management

- The Nature of Demand
- Forecasting
- Calculating Forecasts
- Forecast Management
- Uses of Forecasts
- Forecasting Exercise

Day Three: Inventory Management

- Why do we need Inventory?
- Types and Functions of Inventory
- Financial Considerations of Inventory
- Setting Inventory Levels
- Reorder Processes
- Inventory Management Exercise

Day Four: Supply Management

- Strategic Supply Decisions
- Time Fences and How to Manage them
- Linking Supply to S&OP
- Capacity Issues
- Scheduling
- Supply Exercise

Day Five: Putting it all together

- Risk Management
- Risks Potential and Realized
- Categorising Risk
- Reducing Risk
- Risk Exercise
- S&OP Exercise

► The Certificate

- Anderson Certificate of Completion will be provided to delegates who attend and complete the course
- **Anderson Professional Certification (APC)**® Certificate will be provided to delegates who successfully completes and pass the APC assessment

► INFO & IN-HOUSE SOLUTION

For more information about this course, call or email us at:

Call us: +971 4 365 8363

Email: info@anderson.ae

Request for a Tailor-made training and educational experience for your organization now:

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