



## Certified Sales Professional

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

#### ► Training Details

##### Online Training Course Overview

S&OP is a powerful tool for aligning business operations.

The modern business environment is a dynamic one.

This Anderson online training course is designed to demonstrate the importance of a robust Sales and Operations process in a variety of business settings. Delegates will get an understanding of the importance of senior management commitment to the planning process and why it is vital to the success of any business. It is essential that the need to use manufacturing planning and control (MPC) processes is recognised at this level, to manage the relationships between sales and marketing groups on the demand side and the manufacturing and other operational departments on the supply side. Strong sales and operations planning (S&OP) processes can lead to more effective planning and greater achievement of operational plans.

##### Online Training Course Objectives

**By attending this Anderson online 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 online 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

## ▶ Preview

10:30 - 11:00	:	Welcome, Setup, Registration
<b>11:00 - 12:30</b>	:	<b>First Session</b>
12:30 - 12:45	:	Break (15 minutes)
<b>12:45 - 14:15</b>	:	<b>Second Session</b>
14:15 - 14:30	:	Break (15 minutes)
<b>14:30 - 16:00</b>	:	<b>Third Session</b>

## ▶ The Certificate

- ▶ An Anderson e-Certificate will be provided to delegates who attend and complete the online training course
- ▶ **Anderson Professional Certification (APC)®** e-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](mailto:info@anderson.ae)

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

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