

Agenda:

- Topic 1: CPF Exam Overview and Tips
- Topic 2: Forecasting and Planning Processes
- Topic 3: Consensus and Collaboration
- Topic 4: Data Management
- Topic 5: Forecast Error Measurement
- Topic 6: Time Series Modeling

Day 1

What you Need to Know about Demand Planning, Forecasting, and S&OP

- Role of Forecasting & Planning in Decision Making
- Demand Planning (Demand Sensing Shaping, & Creating)
- Forecasting & Planning Process
- Consumption (POS Data) Based Forecasting & Planning
- Consensus Forecasting & Planning
- Sales & Operations Planning (S&OP) Process
- Collaborative, Planning, Forecasting, & Replenishment (CPFR)

Day 2

Data Management and time Series Forecasting Modeling

- Data Analysis & Treatment
- Fundamentals of Models & Modeling
- Types of Models
- Time Series Models
- Model Selection
- Metrics: Measuring Forecast Error and Performance

Day 3

Reporting, Presenting, New Product Forecasting and Planning

- Forecast Reporting, Presentation and Communication
- Winning Support and-Confidence of Management
- Getting Buy-in from Stakeholders
- New Product Forecasting