

Forecasting & Demand Planning: Models & Scenarios

Learn to build demand forecasts and integrate scenario planning into supply chain and demand planning processes.

4 Days

32 HOURS

15

TOPICS

COURSE OVERVIEW

This course covers the fundamentals of forecasting and demand planning, including key concepts, types of demand, and the demand planning framework. It then examines quantitative and advanced forecasting models, forecast accuracy and bias, and demand sensing and shaping. The course also addresses integrating demand planning into supply chain strategy through scenario planning, what-if analysis, and performance metrics, before concluding with advanced demand planning strategies, industry best practices, and case studies.

WHO THIS COURSE IS FOR

Demand Planners

Supply Chain Analysts

Forecasting Analysts

Supply Chain Managers

Inventory Planners

LEARNING OBJECTIVES

- Explain key concepts and types of demand
- Describe the demand planning framework
- Apply quantitative and advanced forecasting models
- Assess forecast accuracy and bias
- Analyse demand sensing and demand shaping approaches
- Plan scenario planning and what-if analysis
- Interpret key metrics and performance tracking
- Evaluate case studies in forecasting and demand planning

15 Topics

DAY 1 Introduction to Forecasting and Demand Planning

TOPICS

Overview of Forecasting and Demand Planning · Key Concepts and Types of Demand · Forecasting Fundamentals · Demand Planning Framework

DAY 2 Forecasting Techniques and Models

TOPICS

Quantitative Forecasting Techniques · Advanced Forecasting Models · Managing Forecast Accuracy and Bias · Demand Sensing and Demand Shaping

DAY 3 Demand Planning in Supply Chain Strategy

TOPICS

Demand Planning Process Integration · Scenario Planning and What-If Analysis · Forecasting in Dynamic Environments · Key Metrics and Performance Tracking

DAY 4 Advanced Concepts, Collaboration, and Case Studies

TOPICS

- Advanced Demand Planning Strategies
- Best Practices and Industry Standards
- Case Studies in Forecasting and Demand Planning

WHAT IS INCLUDED

Everything You Need to Succeed

- Koenig course material for every module
- Delivery by certified instructors and subject matter experts
- Hands-on exercises throughout the course
- Course completion certificate from Koenig

ABOUT KOENIG

Who We Are

Established in 1993, Koenig Solutions is a globally recognised training provider with 35+ technology partnerships, 5,000+ training programmes and a network of certified instructors and subject matter experts, supporting individuals and enterprise teams worldwide.

FLEXIBLE DELIVERY

Learn the Way That Suits You

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Fly-Me-A-Trainer (FMAT)

Flexi (Self-Paced)

1-on-1 Training

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