



# Agile Demand Forecasting & Planning Workshop

(Forecast Process Collaboration and Integration)

[www.smartage.com.tr](http://www.smartage.com.tr)

## Key Learning Objectives:

1. Establish a framework for demand forecasting in the supply chain
2. Introduce a four-step process for streamlining the forecasting cycle
3. Define, interpret, visualize major demand forecasting techniques.
4. Identify appropriate accuracy measures for evaluating demand forecasting and forecasting models.



Program is endorsed by the International Institute of Forecasters (IIF)

# CPDF- Agile Demand Forecasting & Planning Workshop Program

## Day 1

### **Part I – Overview: The GLOBL Demand Forecasting and Planning Cycle in The Supply Chain**

- Concepts of Change and Chance in demand forecasting
- Role of demand forecasting in the supply chain
- Contrasting simple, complicated and complex processes
- Establishing a Budget Forecasting Cycle for a forecasting Simulation game
- The PEER Model

Prepare recurring input data

Execute -models (both quantitative and qualitative)

Evaluate– results (resolve bias and precision)

Reconcile– final forecast (integrate into IBP)

- Importance of Collaboration With Field Sales/ Customers & Partners

### **Computer Workshop A– Targeting the Environment– How to Assess the Drivers of Demand**

- Define factors affecting demand for GLOBL’s product lines
- As a prelude to developing statistical forecasting models, how can you quantify the impact of a factor over time?
- Evaluate the overall impact of the environment on demand

### **Part II – Establishing a Data Framework for Creating a Forecast Decision Support System**

- Ways to characterize demand
- Types of activity being forecast
- Budget data for a rolling forecast
- Lead –times and rolling forecast horizons
- The on demand dashboard and forecasting system
- Who is the customer?: Determining forecasting requirements by organization
- Internal factors likely to influence forecast
- Establishing a database framework for efficient storage and retrieval of data and information

### **Computer Workshop B – Understanding the Data Structure in the Forecasting Game**

### **Part III – Preparing the Baseline Forecast for the Forecast Simulation Game**

- Improving the quality of data in preparation of a statistical forecast
- Selecting the appropriate aggregation level at which statistical forecasting engine to create unconstrained rolling baseline forecasts
- Allocating unit and revenue forecasts to lowest levels: SKU and Customer/Locations
- Recognizing the implications of making subjective judgments and overrides to multi-level forecasts

### **Computer Workshop C –Executing a Baseline Forecast for the Forecast Simulation Game**

## Day 2

### **Part IV– Goals and Objectives of the Forecast Simulation Game**

- Define the objectives of the forecasting cycle
- Recognize the drivers of demand
- Create a rolling baseline forecast for a multi-period horizon
- Evaluate forecasting performance over the horizon with multiple metrics
- Recognize and document adjustments and overrides necessary to reflect changes in the business environment and updated assumptions
- Re– forecast for another multi-period horizon
- Re-evaluate forecasts (CHANGE), associated prediction limits (CHANCE), and base assumptions and a rationale for advice to management and forecast users.

### **Part V– Bias and Precision: Establishing Forecast Error Metrics with Statistical Models**

- Defining bias and precision as basis for determining forecast accuracy
- Interpreting limits in statistical models
- Identifying accuracy measures for evaluating demand forecasts
- Defining Key Performance Indicators (KPI) for use of forecasts.

*Computer Workshop D- Handling Exceptions: How to Use Evaluation Criteria to Measure Forecasting Performance.*

### **Part VI - Recap of Simulation Game**

### **Workshop Take—Aways and Closing Remarks**

# CPDF Certification Curriculum Overview

Each Level of the CPDF program consists of both instructor-led workshop training hours, and independent hours to be accomplished through self-paced e-learning environment. The successful completion of each level will qualify participants to earn a certificate, CPDF levels

## CPDF Smarter Demand Forecasting and Planning

144  
Training  
Hours

24 hours hands-on workshop

120 hours, 12 work sheets E-learning

## CPDF Agile Demand Forecasting and Planning

46  
Training  
Hours

16 hours hands-on workshop

30 hours, 6 work sheets E-learning

### Program Requirements:

- College degree or Job experience
- Reasonable experience in MS Excel
- Acceptable level of English language

### Program Assessment:

- Full attendance of hands-on workshops is required
- Successful submission of required worksheets through e-learning system
- CPDF is not a test-based program.

It's a hand-on workshop. Please bring your own laptops to run the computer



## Who Should Attend?

Demand Forecasters  
Supply Chain Managers  
Demand planners  
Supply planners  
Production Managers  
Operations Managers  
Financial analysts  
Market analysts  
Researchers  
Forecasters

## WHY STUDY WITH US?

1. International trainers
2. Trainers have long and global experience in demand management and forecasting.
3. High quality and excellent style of delivery with participative debate and discussion, case studies.
4. E-learning service through a unique Online Web Platform designed exclusively for CPDF Students.
5. 100% Student pass rate, endorsed by past and present students in the region.
6. Abilities to enhance local demand data with international experience and theories.
7. Interchange demand forecasting experience management with local culture and knowledge.

## Our Training Partner



Delphus Inc. is a privately held corporation, headquartered in Morristown, New Jersey. Since it was established in 1987, the company has been dedicated to providing strategic market analyses, forecasting software tools and data mining solutions for sales and marketing managers, inventory and production planners in manufacturing, distribution, retail firms and hospital management operations. Delphus clients list contains names like: Kodak, Lucent Technologies, IBM, TAP Pharmaceutical, Pfizer, and more.

## Program Leader

**Dr. Hans Levenbach** is the founder and President of Delphus Inc., which specializes in predictive-analytic solutions for demand planning in supply chain organizations. He is also an elected Fellow, former President and Treasurer of the International Institute of Forecasters (IIF). He also serves on the editorial board of FORESIGHT, the practitioner journal published by the IIF. He is also a member of APICS, INFORMS, American Statistical Association and an elected member of the International Statistics Institute. Hans has been instrumental in designing the "Certified Professional in Demand Forecasting" (CPDF) curriculum.



## What is The CPDF?

This is a certification program for demand forecasters and planners working in supply chain industries. The International Institute of Forecasters (IIF), a thirty-four year-old non-profit membership organization whose purpose is to advance knowledge and research in forecasting, has endorsed it. The CPDF program is a 200 hours curriculum comprised of three modules, Basic, Master and Pro. Certification can be earned at each of the three levels. The CPDF qualification will address multidimensional job roles in demand forecasting such as data display and validation, database management, dashboard display, understanding quantitative and qualitative projection techniques, model creation and execution, forecast accuracy measurement, model and forecaster performance analysis, organization, and collaborative planning.

# CPDF Level-III Agile Demand Forecasting & Planning

## How to Register?

E-mail: [smartage@smartage.com.tr](mailto:smartage@smartage.com.tr)

Web : [www.smartage.com.tr](http://www.smartage.com.tr)

Phone: +90 312 2650615

Fax : +90 312 2408263

**Program Fees: CPDF Level - III  
Agile Demand Forecasting & Planning**

2 Days Hands-on Workshop

USD \$ 750

E-Learning Exercises

USD \$ 375

**Group and Early Birds Discounts Available**

Program Fees cover workshop manual, FREE excel Add ins, 50% book discount : *Forecasting: Practice and Process in Demand Management*, Discount on a one-year subscription to IIF Practitioner Journal (*Foresight*), and coffee/tea breaks with lunch.

**Registrations are made on first-come first-served basis**

## Participants Information

1. Name:.....  
Company:.....  
Job Title:..... Email:.....  
Tel:..... Fax:..... Mobile:.....
2. Name:.....  
Company:.....  
Job Title:..... Email:.....  
Tel:..... Fax:..... Mobile:.....

## Registration and Payment Terms

The registration form has to be sent registration. The registration process is not complete until the registry fee are paid in the bank account **most lately 7 days** to complete the registration. The registration is completed when sent with both "Registration Form and Bank Receipt". (If the registration form is sent for pre-registration and there is not discussed any change, only bank receipt can be sent.)

## Cancellation Policy

Attendants can cancel their registrations 15 days before the beginning of training. If the attendants cancel their registrations less than 15 days before the beginning of training, 50% of the registry fee is refunded. However, there will not refund if the attendants cancel their registrations less than 10 days before the beginning of training. The training program can be bring forward or cancel the training for justifiable reasons by SmartAge Inc. If the training is cancelled, then the registry payments will refund to attendance.

Interested to run  
this Program in- house?

Just Contact Us



SmartAge Management Tech. & Cons. Co.  
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