

# Certified Professional in Demand Forecasting

Certified Professional in Demand Forecasting (CPDF) is a global certification programme for Demand Forecasters, Planners and Managers. Over the past five years the course has benefited hundreds of participants across North America, Europe, Asia, Africa and Australia and now it comes to India for the first time.

You can obtain the world's leading Demand Forecasting qualification under the guidance of top American authority Dr Hans Levenbach. The two day hands-on workshop will impart the latest techniques and processes, as well as give you the professional recognition you need, to further your Demand Forecasting career.

## Obtain the world's leading Demand Forecasting qualification:

The certificate is endorsed by the IIF (International Institute of Forecasters) and is designed to maximize networking opportunities and learning outcomes within the Demand Forecasting fraternity in India.

Following the instructor led course the CPDF Master certificate is earned by completing six self paced e learning modules that reinforce the principles and practices learned during the workshop.

## About US

Dr Hans Levenbach is based in New York where he is the founder and President of Delphus Inc. specializing in demand forecasting and analytic solutions for supply chain organization. He is also the person behind the authoritative "Forecasting practice and process for Demand Management" and the CPDF curriculum.

Hans started his career in AT&T Bell and amongst other roles has worked as an adjunct professor in the Business Schools of Columbia and NYU.

He is an elected fellow, former President and Treasurer of the International Institute of Forecasters (IIF).

Hans is also a member of APICS, INFORMS, American Statistical Association and an elected member of the International Statistics Institute.

Aarsh Management Solutions is the organizer of this event in India. Aarsh is a reputed software solutions provider in the Business Analytics space with well known products in the area of Forecasting (Predicta) and Risk Management.

Aarsh also specializes in supply chain trainings and consulting. They are well known for providing cutting edge customized solutions to corporate clients based on specific business requirements.



# Certified Professional in Demand Forecasting

## Who should attend :

Whether you are a demand planner, supply planner, financial analyst, market analyst, researcher, forecaster, economist, strategist, marketing or sales manager, this workshop is designed to equip you with the right forecasting techniques.

## Administrative details:

### Date and Venue :

3<sup>rd</sup>-4<sup>th</sup> November – Trident Hotel, Gurgaon

8<sup>th</sup>-9<sup>th</sup> November – Trident Hotel, Nariman Point , Mumbai

### Fee :

For registration on or before 10<sup>th</sup> of Sep : INR 35,000 +10.3% tax

For registration from 11<sup>th</sup> Sep - 30<sup>th</sup> Sep : INR 40,000+10.3% tax

For registration from 1<sup>st</sup> Oct – 15<sup>th</sup> Oct : INR 45,000+10.3% tax

*For group booking (2 or more persons): 10% discount for each participant is applicable.*

**Registration for the Gurgaon workshop closes on 15<sup>th</sup> October.**

**Registration for the Mumbai workshop closes on 21st October**

Registration Fee includes Student manual, Free Excel Add-ins, Book Discount: Forecasting, Time Series and Regression, One-year Free IIF membership on completion of Master Curriculum, Master Module workshop, refreshment and lunches.

**The seats for each CPDF workshop is limited to 30 participants only.  
Participants will be accepted on a first-come first-serve basis!**



### Trident, Gurgaon

443, Udyog Vihar, Phase V

Gurgaon 122016, India

Tel. : +91 124 2450505



### Trident, Nariman Point

Mumbai 400021, India

Tel. : +91 22 66324343

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This is a hands on workshop. Please bring your own laptop to run experiments.

## Hands-On Workshop - CPDF\_Master

### DAY 1

08:30	Arrival and registration
09:00	Part I - The Demand Forecasting and planning cycle in the Supply Chain
09:30	Workshop 14 - Defining the target - creating a Demand - driven model of the business
10:00	Coffee Break
10:15	Part II - Data Structures for creating Forecasting Decision Support Systems
10:45	Workshop 15 - Defining the Scope, User Needs and Requirements for Data
11:15	Part III - Data Mining, Exploration and Data Quality
11:45	Readout of Workshops 14 & 15
12:00	Lunch
13:00	Workshop 16 - Automated Forecasting with Exponential Smoothing
13:30	Part IV - Forecasting with ARIMA Time Series Models
14:15	Workshop 17 - How to create short-term Trend Models
15:00	Coffee Break
15:15	Part V - How to make Model-based Seasonal Adjustments
16:00	Workshop 18 - Forecasting with Seasonal ARIMA Models
14:15	Readout of Workshops 16 - 18



### DAY 2

08:30	Recap of Day 1
09:00	Part VI - Designing Causal Models for forecasting
09:45	Workshop 19 - Using Regression Modelling for Advertising and Promotion Analysis
10:15	Coffee Break
10:30	Part VII - working With Residuals and Forecast Errors To Improve Forecast Accuracy
11:15	Workshop 20 - Root Cause Analysis and Exception Reporting
12:00	Lunch
13:00	Readout of Workshops 19 - 20
13:15	Part VIII - Improving Forecasts With Subjective Judgement
14:00	Workshop 21 - A Simulated Forecasting Cycle - GLOBL CASE
14:30	Coffee Break
14:45	(Cont'd) A Simulated Forecasting Cycle
16:30	Take-away and closing Remarks

**NB : To get certified, you will need to complete and submit 6 e-learning modules. Upon completion you will receive the CPDF Master designation. The fee for the additional e-learning module is USD \$495 which can be paid directly to CPDF ([www.cpdftraining.org/CPDF\\_elearning\\_orderform.htm](http://www.cpdftraining.org/CPDF_elearning_orderform.htm)). Should you opt to pay together with your workshop fees then you may do so in Indian Rupees.**



## REGISTRATION FORM

Complete this registration form and fax or scan and email to : **CPDF, Aarsh Management Solutions Pvt Ltd; F2, SIIC, IIT Kanpur, Kanpur 208 016 India**  
Email: [contactus@predictasolutions.com](mailto:contactus@predictasolutions.com) : Website: [www.predictasolutions.com](http://www.predictasolutions.com)  
Fax: +91-512-2596652

### PERSONAL INFORMATION

First Name : ..... Last Name : .....  
Title : ..... Institution/Organization : .....  
Phone : ..... Fax : ..... Email : .....  
Address : .....  
City : ..... Zip Code : ..... State/Country : .....

### REGISTRATION

Please visit <http://www.predictasolutions.com/registration.html>  
Registration Fee includes Student manual, Free Excel Add-ins, Book Discount: Forecasting, Time Series and Regression, One-year Free IIF membership on completion of Master Curriculum, Master Module workshop, refreshment and lunches.

Please arrange for your own travel and accommodation!

Certified Professional in Demand Forecasting (Basic – Module 1)

For Group Booking (Two persons or more): 10% discount for each participant is applicable.  
NB: they still have to fill in separate registration forms

1. First Name : ..... Last Name : .....  
2. First Name : ..... Last Name : .....  
3. First Name : ..... Last Name : .....  
4. First Name : ..... Last Name : .....

All payments to be made in favour of "Aarsh Management Solutions Private Limited"

**PAYMENT METHOD**  Cheque / Draft  Visa/MC/AMEX (use secure payment form on website)

**LOCATION ATTENDING**  Gurgaon  Mumbai

Signature:

Invoice will be sent upon receipt of registration form  
Registration is confirmed upon receipt of payment