

INVENTORY MANAGEMENT & DEMAND FORECASTING

“Master the Science of Stock Optimization and Demand Prediction for Smarter Supply Chain Decisions.”

Schedule

Venue (InHouse)	Fees
At Your Organization Premises	Ask For The Quotation

► **Available delivery methods:** In-House Training

Introduction

In today’s fast-paced and data-driven economy, effective inventory management and accurate demand forecasting are critical to reducing costs, increasing service levels, and ensuring supply chain efficiency. This comprehensive course equips professionals with the tools and techniques to manage inventory systematically and to forecast demand using proven statistical, analytical, and AI-driven models.

Objectives

By the end of this course, participants will be able to:

- Understand the core principles of inventory management and demand forecasting
- Identify and implement best practices in inventory control
- Select and apply appropriate forecasting methods
- Align inventory strategies with business and supply chain goals
- Use software tools to simulate demand and optimize stock levels

Why Attend

Whether you're in logistics, procurement, operations, or planning, this course will help you manage uncertainty, minimize stock-outs and overstocking, and ensure your organization stays competitive through efficient inventory systems and reliable forecasting techniques.

Target Audience

- Inventory & Warehouse Managers
- Demand & Supply Planners
- Procurement Officers & Buyers
- Operations & Production Managers
- Logistics & Distribution Professionals
- Analysts & ERP Users

Individual Benefits

- Learn to reduce inventory holding costs
- Gain hands-on skills in demand modeling
- Boost accuracy in supply planning
- Position yourself for career growth in supply chain and operations

Organizational Benefits

- Improve service levels and delivery performance
- Minimize working capital tied up in inventory
- Reduce risks from demand variability and lead time uncertainty
- Enhance S&OP (Sales and Operations Planning) integration

Instructional Methodology

- Real-world case studies and group activities
- Spreadsheet-based forecasting simulations
- Software demos for demand planning tools
- Interactive lectures and scenario-based learning
- KPI analysis and dashboard development

Course Outline

DETAILED 5-DAY COURSE OUTLINE (Customizable) Training Hours: 07:30 AM – 03:30 PM Daily Format: 3–4 Modules | Coffee breaks: 09:30 & 11:15 | Lunch Buffet: 01:00 – 02:00

DAY 1 - INVENTORY MANAGEMENT FUNDAMENTALS

- Module 1: Introduction to Inventory Types, Functions, and Costs (07:30 – 09:30)
- Module 2: Inventory Classification Systems – ABC, XYZ, FSN (09:45 – 11:15)
- Module 3: Inventory Turnover, EOQ, and Reorder Points (11:30 – 01:00)
- Module 4: Safety Stock and Service Level Calculations (02:00 – 03:30)

DAY 2 - INVENTORY CONTROL TECHNIQUES

- Module 1: Periodic vs. Continuous Review Systems (07:30 – 09:30)
- Module 2: Min-Max, Two-Bin, and Just-in-Time Systems (09:45 – 11:15)
- Module 3: Inventory Cycle Counting and Accuracy Techniques (11:30 – 01:00)
- Module 4: Inventory Performance Metrics and Dashboards (02:00 – 03:30)

DAY 3 - DEMAND FORECASTING PRINCIPLES

- Module 1: Overview of Forecasting in the Supply Chain Context (07:30 – 09:30)
- Module 2: Qualitative Methods – Judgmental, Delphi, Focus Groups (09:45 – 11:15)
- Module 3: Time Series Models – Moving Average, Exponential Smoothing (11:30 – 01:00)
- Module 4: Causal Models – Regression and External Factors (02:00 – 03:30)

DAY 4 - ADVANCED FORECASTING & TOOLS

- Module 1: Demand Sensing, Seasonality & Trend Adjustments (07:30 – 09:30)
- Module 2: Forecast Accuracy Metrics – MAPE, MAD, Bias (09:45 – 11:15)
- Module 3: Introduction to Forecasting Software (Excel, Power BI, SAP IBP) (11:30 – 01:00)
- Module 4: Integrating Forecasts into ERP & Inventory Systems (02:00 – 03:30)

DAY 5 - PLANNING, STRATEGY & PRACTICAL CASES

- Module 1: Inventory & Forecasting Policy Design (07:30 – 09:30)
- Module 2: S&OP and Collaboration with Sales/Marketing (09:45 – 11:15)
- Module 3: Group Simulation – Forecasting and Stock Optimization (11:30 – 01:00)
- Module 4: Course Wrap-up, Assessment & Certification (02:00 – 03:30)

Certification

Participants who complete the full course and pass the final assessment will receive a Certificate of Completion in Inventory Management & Demand Forecasting.

Why Choose MAWA Events

- **Global Expertise:** More than 17 years of experience in professional training and consulting.
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Interested in running this course for your team?

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