MAWA EVENTS

Address: No. 857, Block A2. Leisure Commerce Square - No 9., 46150 Petaling Jaya, Selangor, Malaysia

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CILT CERTIFICATE IN STOCK MANAGEMENT, FORECASTING AND DEMAND PLANNING

"Optimize Inventory, Improve Forecast Accuracy, and Align Supply with Business Demand."

Schedule

Venue (In-house)	Fees
At Your Organization Premises	Ask For The Quotation

Introduction

Effective stock management, accurate forecasting, and precise demand planning are critical to supply chain efficiency and organizational profitability. The CILT Certificate in Stock Management, Forecasting and Demand Planning equips participants with the skills and knowledge to balance inventory levels, reduce costs, and ensure product availability in line with business needs.

This course provides a comprehensive overview of inventory control techniques, forecasting models, and demand planning strategies. Participants will learn to analyze historical data, anticipate demand fluctuations, and implement inventory policies that improve service levels while minimizing excess stock and obsolescence. Through practical exercises, case studies, and interactive workshops, participants will gain hands-on experience in applying best practices in stock management and demand planning.

Objectives

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

- Understand the principles and techniques of effective stock management.
- Apply inventory control models and replenishment strategies.
- Forecast demand using quantitative and qualitative methods.
- Develop demand planning strategies aligned with business objectives.
- Optimize inventory levels to balance costs, service, and efficiency.
- Monitor and analyze stock performance using KPIs and metrics.
- Integrate forecasting and planning with procurement, production, and sales.
- Implement continuous improvement in inventory and demand planning processes.

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Why Attend

Accurate inventory management and demand forecasting are vital to reducing operational costs, preventing stockouts, and enhancing customer satisfaction. This course provides participants with practical tools and techniques to make informed decisions about stock levels, demand planning, and inventory optimization, ensuring better alignment with organizational strategy and market needs.

Target Audience

This course is suitable for:

- Inventory and Warehouse Managers
- Supply Chain and Logistics Professionals
- Procurement and Production Planners
- Demand Planning and Forecasting Analysts
- Operations and Distribution Managers
- Anyone involved in stock management, inventory control, or demand planning

Individual Benefits

- Gain in-depth knowledge of inventory management and forecasting techniques.
- Learn to implement effective demand planning strategies.
- Improve analytical, decision-making, and problem-solving skills.
- Enhance your ability to align stock levels with market demand.
- Strengthen your professional profile in supply chain and logistics.
- Build confidence in managing stock and forecasting challenges.

Organizational Benefits

- Reduce inventory carrying costs and prevent overstock or stockouts.
- Improve service levels and customer satisfaction.
- Enhance coordination between procurement, production, and sales.
- Increase operational efficiency and responsiveness to market changes.
- Support data-driven decision-making and continuous improvement.
- Build organizational expertise in inventory and demand management.

Instructional Methodology

The course applies a practical, interactive approach through:

- Instructor-led presentations and expert guidance
- Case studies of real-world inventory and forecasting challenges
- Hands-on exercises in stock management and demand planning
- Group discussions and scenario-based problem-solving
- KPI analysis and performance monitoring exercises
- Continuous feedback and applied learning activities

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Course Outline

Module 1: Fundamentals of Stock Management and Inventory Control

Module 2: Inventory Classification and Replenishment Techniques

Module 3: Demand Forecasting – Quantitative and Qualitative Methods

Module 4: Forecast Accuracy and Error Measurement

Module 5: Integration of Forecasting with Procurement and Production Planning

Module 6: Inventory Optimization Techniques and Stock Policies

Module 7: Supply Chain Coordination and Demand-Driven Planning

Module 8: Performance Monitoring, KPIs, and Continuous Improvement

Module 9: Technology and Software Tools in Inventory and Forecasting

Module 10: Capstone Workshop – Developing an Integrated Stock Management and Forecasting Plan

Certification

Upon successful completion, participants will receive the CILT Certificate in Stock Management, Forecasting and Demand Planning, recognizing their expertise in optimizing inventory, improving forecast accuracy, and implementing effective demand planning strategies to enhance supply chain performance.

Why Choose MAWA Events

- **Global Expertise:** More than 17 years of experience in professional training and consulting.
- **Industry-Leading Faculty:** Courses delivered by seasoned professionals with hands-on experience.
- **Practical Insights:** Learn to turn theory into actionable strategies for real-world business impact.
- **Client-Focused Solutions:** Customized programs designed to achieve your organisation’s unique goals.

In-House / Customized Training Interested in running this course for your team? Please contact us:	TEL: **+601116373203**	EMAIL: **info@mawaevents.net**

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