Garnet
Garnet Global Training Center

GGT-SC-109

Supply Chain, Procurement & Logistics

Demand Planning & S&OP

تخطيط الطلب والتخطيط المتكامل للمبيعات والعمليات

Duration	Language	Formats	Hours	Level
5 or 10 days	**English or Arabic**	**Classroom, online, in-house**	**35 / 70**	**Intermediate (management)**

Overview

Demand Planning & S&OP helps participants move from doing the work to managing it, with planning tools, control methods and reporting that management trusts. Buy better, hold less stock and keep materials moving when supply gets disrupted. Choose 5 or 10 days, classroom or live online, English or Arabic; organisations can also run it in-house and adapt the examples to their own work.

What you will be able to do

- Set up and run Demand Planning & S&OP as a managed process with clear roles.
- Define KPIs and build simple dashboards for management.
- Control risk, quality and compliance in this area.
- Lead improvement projects and measure their benefit.
- Report clearly to senior management and stakeholders.

Who should attend

Procurement, contracts, warehouse, logistics and materials management professionals. It suits supervisors, section heads and specialists who manage, or are about to manage, this area.

Key topics

- Category and sourcing strategy
- Total cost of ownership
- Inventory policies and service levels
- Supplier performance and risk
- Incoterms and logistics contracts
- ERP data and spend analytics

Formats and fees

5-day classroom	**USD 4,750**
5-day online	**USD 2,950**
10-day classroom	**USD 8,950**
10-day online	**USD 5,450**
In-house	**Quotation per group**

Fees per participant, excluding VAT.

Register or ask

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Training: training@garnettrainings.com

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Sharjah Publishing City Free Zone, Sharjah, UAE

Certificate

Participants who attend at least 90% of sessions and complete the final assessment receive a certificate of completion stating 35 contact hours (5-day) or 70 contact hours (10-day).

5-day outline

Day 1 Demand Planning & S&OP: the management framework

- Total cost of ownership
- Group discussion and peer review

Day 2 Planning, resources and budgets

- Inventory policies and service levels
- Supplier performance and risk

Day 3 Performance measurement and control

- Incoterms and logistics contracts
- Measurement and reporting

Day 4 Risk, compliance and improvement

- ERP data and spend analytics
- Hands-on workshop on a workplace challenge

Day 5 Management case study and action plan

- Category and sourcing strategy
- Common mistakes and how to avoid them

10-day outline

Day 1 Demand Planning & S&OP: the management framework

- Total cost of ownership
- Group discussion and peer review

Day 2 Planning, resources and budgets

- Inventory policies and service levels
- Supplier performance and risk

Day 3 Performance measurement and control

- Incoterms and logistics contracts
- Measurement and reporting

Day 4 Risk, compliance and improvement

- ERP data and spend analytics
- Hands-on workshop on a workplace challenge

Day 5 Management case study and action plan

- Category and sourcing strategy
- Common mistakes and how to avoid them

Day 6 Advanced techniques and specialist practice

- Complex cases in depth
- Regional and international case studies

Day 7 Digital tools, data and automation

- Analysis tools and software
- Using AI in this field

Day 8 Benchmarking against international practice

- Global performance benchmarks
- Checklists and templates to take away

Day 9 Capstone project

- Analyse a real challenge from your organisation
- Build the solution and implementation plan

Day 10 Presentations, final assessment and certificates

- Project presentations and review
- Final exam and certificate award

Schedule 2027–2030

Dates	Format	City	Language	Fee (USD)
11–15 Jan 2027	5-day online	Live online	English	2,950
11–15 Apr 2027	5-day classroom	Cairo	English	4,750
10–21 May 2027	10-day classroom	Amsterdam	English	8,950
20–24 Sep 2027	5-day classroom	London	English	4,750
3–14 Jan 2028	10-day online	Live online	English	5,450
21–25 Feb 2028	5-day classroom	Dubai	English	4,750
7–18 Aug 2028	10-day classroom	Abu Dhabi	Arabic	8,950
9–13 Oct 2028	5-day classroom	London	English	4,750
8–12 Jan 2029	5-day online	Live online	English	2,950

Dates	Format	City	Language	Fee (USD)
20–24 May 2029	5-day classroom	Amman	Arabic	4,750
5–16 Nov 2029	10-day classroom	Abu Dhabi	Arabic	8,950
17–21 Dec 2029	5-day classroom	Vienna	English	4,750
3–14 Mar 2030	10-day classroom	Doha	Arabic	8,950
13–24 May 2030	10-day online	Live online	Arabic	5,450
6–10 Oct 2030	5-day classroom	Riyadh	Arabic	4,750
9–13 Dec 2030	5-day classroom	Abu Dhabi	English	4,750

Customised and in-house versions of this course are available on request. garnettrainings.com/en/customise/