

Sales & Operations Planning

CS&OP Certification Review Course

A One Day Seminar

This Seminar will cover in detail:

The Basics –

Where it fits in the company

Who's involved:

Top management	Marketing
Sales	Operations
Supply chain	Finance
New Product Development	

S&OP's basic logic

How the information is displayed

The monthly decision-making process

The benefits from S&OP

Implementation –

The ABCs of Implementation

Software for S&OP

Data and Process

Change Management

How to involve Top Management

The Implementation Methodology: steps, players, pilot

Re-implementation: fixing a broken process

Beyond the Basics –

Global S&OP

S&OP and Lean Manufacturing

S&OP and Risk Management

S&OP-based earnings calls to Wall Street or corporate

Long-range S&OP-based Cash Flow Projections

How S&OP supports the Supply Chain with highly constrained suppliers

Forecasting and planning for highly seasonal products