

Theme: Supply Chain

Course: **DEMAND PLANNING AND INVENTORY MANAGEMENT**

General information

◆ Aim of the course

Understand demand and Supply planning in business operations.

◆ Learning goals

- Understand the Value Add of the Demand Planner and Supply Planner
- Anticipate and gather Demand information upstream and identify patterns
- Learn about the different types of Inventory management techniques
- Put in place the right kind of replenishment and safety stock levels for different types of SKUs
- Optimise inventory management methods.

◆ Audience

Demand Planners and Operational Buyers.

◆ Prerequisites

- A good command of English or French
- Have the necessary [technical equipment](#) to follow online courses.

◆ Learning mode & pedagogy

- 1) **Theoretical e-learning** through individual self-paced sessions. This first step has to be considered as the essential pre-work for:
- 2) Learning **application in online group classes**. Participants use actively their knowledge and put it into practice in workshops, role-plays, case studies, presentations and debates.

Theoretical learning content - Estim. duration: 1,5 hr

4 e-modules:

1. Procurement Process Steps

Demand and Supply analysis
Strategy based on demand-supply analysis
Downstream process of strategy implementation

2. S. Supply Chain level 1

What is Inventory ?
Identifying inventory controls and management
Buyer's role in inventory management

3. Supply Chain level 2

Key actors of the Supply Chain
Identifying & handling Supply Chain risks
The importance of cross-functional collaboration

4. Supply Chain level 3

Understanding capacity management
The keys of inventory optimisation
Understanding push or pull delivery models



Dates of first & last classes:

In **English**: 18 - 25 November 2025

In **French**: 28 October - 04 November 2025

Programme of the trainer-led classes | 3,5 hrs x 3

I. Demand Planning and forecasting

- **Workshop**: Explanation of the role of Demand Planner and Supply Planner
- Value add of the roles
- Demand Planning and Forecasting
- Demand patterns
- **Workshop**: Demand Planning.

II. Supply planning and Inventory management

- Inventory introduction / Purpose of Inventory
- Inventory contribution to company strategy
- Inventory stages and types, management & control
- ABC / XYZ Classification of Inventory
- **Workshop**: Safety Stock calculation methods.

III. Inventory Replenishment and Optimisation

- Replenishment techniques
- Handling Inventories (Roles and Responsibilities)
- Inventory Optimisation options
- ABC / XYZ treatment methods
- Kraljic approach to Inventory management
- **Workshop**: Stitching together DEMAND & SUPPLY