Collaborative Planning (CPFR) Training Course

Professional Development Training Course Outline

Category	Logistics and Supply Chain Management	**Duration**	5 Days
Base Fee	$1,500 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

Collaborative Planning, Forecasting, and Replenishment (CPFR) is a transformative approach in supply chain management that integrates data sharing, joint planning, and synchronized forecasting across the entire supply chain network. Collaborative Planning (CPFR) Training Course provides participants with a comprehensive understanding of CPFR principles, emphasizing demand planning, inventory optimization, and real-time collaboration between suppliers, manufacturers, and retailers. Leveraging advanced analytics, forecasting software, and communication strategies, the course ensures participants gain actionable insights that enhance operational efficiency, reduce stockouts, and improve customer satisfaction. Trending supply chain concepts such as digital collaboration, predictive analytics, and AI-driven forecasting are central to the curriculum, positioning organizations to maintain competitive advantage in an increasingly complex marketplace.

Participants will explore practical applications of CPFR through case studies, interactive workshops, and simulation exercises designed to strengthen forecasting accuracy, reduce inefficiencies, and drive revenue growth. The course targets professionals across supply chain, logistics, procurement, and inventory management, equipping them with the skills to implement collaborative strategies effectively. By the end of the training, participants will be able to design collaborative forecasting plans, measure performance using key supply chain metrics, and foster stronger partnerships within their business networks. This course emphasizes both the strategic and operational aspects of CPFR, ensuring a holistic learning experience that translates directly into measurable organizational benefits.

Programme Curriculum

Collaborative Planning (CPFR) Training Course

Introduction

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Course Objectives

1. Understand the fundamentals and evolution of CPFR in modern supply chains.
2. Develop skills in demand forecasting and joint business planning.
3. Enhance supply chain collaboration between suppliers, manufacturers, and retailers.
4. Implement effective inventory management and replenishment strategies.
5. Utilize advanced analytics tools for predictive forecasting.
6. Improve forecast accuracy and reduce stockouts across the supply chain.
7. Strengthen supplier-retailer relationships through shared planning.
8. Apply real-time data sharing for operational efficiency.
9. Identify and mitigate supply chain risks collaboratively.
10. Optimize order management and distribution processes.
11. Integrate AI and digital tools to enhance CPFR outcomes.
12. Evaluate performance using key supply chain metrics and KPIs.
13. Drive revenue growth and operational excellence through collaborative planning.

Organizational Benefits

- Reduced inventory holding costs.
- Improved forecast accuracy.
- Enhanced supplier-retailer collaboration.
- Minimized stockouts and overstocks.
- Increased customer satisfaction and loyalty.
- Streamlined replenishment processes.
- Faster response to market demand changes.
- Greater operational transparency.
- Reduced supply chain risks.
- Improved profitability and ROI.

Target Audiences

1. Supply Chain Managers
2. Logistics Coordinators
3. Inventory Planners
4. Procurement Officers
5. Operations Managers
6. Retail Managers
7. Demand Planners
8. IT Professionals in Supply Chain Systems

Course Duration: 5 days

Course Modules

Module 1: Introduction to CPFR

- History and evolution of CPFR
- Key principles and concepts
- Benefits of collaborative forecasting
- Roles and responsibilities in CPFR
- Case Study: Successful CPFR implementation in retail
- Interactive workshop on CPFR fundamentals

Module 2: Demand Forecasting Techniques

- Quantitative and qualitative forecasting methods
- Trend analysis and seasonal adjustments
- Forecast error measurement
- Tools and software for demand forecasting
- Case Study: Forecasting improvements in a consumer goods company
- Practical exercise on creating forecasts

Module 3: Joint Business Planning

- Aligning business objectives across partners
- Collaborative sales and operations planning (S&OP)
- Communication and negotiation strategies
- KPI tracking and reporting
- Case Study: S&OP success in a multinational firm
- Role-playing exercise on joint planning

Module 4: Inventory Management & Replenishment

- Safety stock and reorder point calculation
- Multi-echelon inventory planning
- Stockout and overstock management
- Automated replenishment strategies
- Case Study: Inventory optimization in fast-moving consumer goods
- Simulation exercise on replenishment

Module 5: Supply Chain Collaboration Tools

- Digital platforms for CPFR
- Data sharing protocols
- Cloud-based collaboration systems
- Integration with ERP and SCM software
- Case Study: Collaborative technology adoption in logistics
- Hands-on software demo

Module 6: Performance Measurement & KPIs

- Key performance indicators for CPFR
- Forecast accuracy metrics
- Inventory turnover and fill rate measurement
- Partner performance evaluation
- Case Study: KPI-driven improvements in supply chain efficiency
- Practical KPI calculation exercise

Module 7: Risk Management in CPFR

- Identifying supply chain risks
- Risk mitigation strategies
- Scenario planning and contingency measures
- Communication during disruptions
- Case Study: Risk management in global supply chains
- Group exercise on risk scenario planning

Module 8: Advanced Analytics & Predictive Forecasting

- AI and machine learning in forecasting
- Predictive analytics applications
- Data visualization techniques

- Integrating analytics into CPFR processes
- Case Study: Predictive analytics enhancing forecast accuracy
- Workshop on implementing AI tools

Training Methodology

- Interactive lectures and presentations
- Case study analysis and discussion
- Hands-on exercises and simulations
- Role-playing and group activities
- Software demonstrations and practical sessions
- Continuous feedback and Q&A sessions

Register as a group from 3 participants for a Discount

Send us an email: info@fineskilltrainingcenter.org or call *+254769199797*

Certification

Upon successful completion of this training, participants will be issued with a globally- recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.
f. Payment should be done at least a week before commence of the training, to Fineskill Training Center account, as indicated in the invoice so as to enable us prepare better for you.

Upcoming Scheduled Sessions

Start Date	End Date	Location	Price

23 Nov 2026	27 Nov 2026	Online	$1,000
23 Nov 2026	27 Nov 2026	Physical	$1,500
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$4,500
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$6,000

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