ERP in Sales & Operations Planning 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

Enterprise Resource Planning (ERP) systems have revolutionized how organizations manage their business processes, particularly in the realm of Sales & Operations Planning (S&OP). In today's competitive business landscape, companies are increasingly leveraging ERP solutions to integrate sales, production, inventory, and demand planning processes into a unified system. ERP in Sales & Operations Planning Training Course provides participants with an in-depth understanding of how ERP tools can optimize operational efficiency, improve demand forecasting, and enhance decision-making capabilities. Through a combination of theoretical insights and practical applications, learners will gain the knowledge and skills needed to implement S&OP strategies effectively in diverse organizational contexts.

Participants will explore advanced ERP functionalities, including real-time data analytics, supply chain integration, scenario planning, and key performance indicators (KPIs) monitoring. The course emphasizes hands-on experience with ERP platforms to simulate real-world business scenarios and decision-making processes. By the end of this course, participants will be equipped to align sales and operations strategies, minimize risks, and enhance overall organizational performance. Keywords such as ERP optimization, demand forecasting, supply chain integration, and data-driven decision-making are integrated throughout the course to ensure relevance and applicability in modern business environments.

Programme Curriculum

ERP in Sales & Operations Planning Training Course

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Course Objectives

1. Understand the fundamentals of ERP systems and their role in S&OP.
2. Learn advanced demand forecasting techniques within ERP platforms.
3. Analyze supply chain integration to optimize inventory and production planning.
4. Develop skills for real-time data analysis and reporting in ERP.
5. Explore scenario planning for risk mitigation and operational efficiency.
6. Understand KPI tracking and performance measurement in S&OP.
7. Apply best practices for aligning sales, operations, and finance functions.
8. Identify ERP implementation challenges and strategies for successful adoption.
9. Utilize ERP tools for capacity planning and resource allocation.
10. Enhance collaboration between departments using integrated ERP solutions.
11. Improve decision-making through predictive analytics and AI-enabled ERP features.
12. Implement continuous improvement strategies in S&OP processes.
13. Evaluate case studies to reinforce practical application of ERP in real business contexts.

Organizational Benefits

- Streamlined sales and operations planning processes
- Improved accuracy in demand forecasting and inventory management
- Enhanced collaboration across departments
- Reduced operational costs through efficient resource utilization
- Better alignment of business strategy with execution
- Increased responsiveness to market fluctuations
- Improved visibility into KPIs and performance metrics
- Data-driven decision-making support
- Reduced risk of stockouts and overproduction
- Increased overall organizational efficiency and competitiveness

Target Audiences

- Supply chain managers and planners
- Production and operations managers
- Sales managers and executives
- ERP system consultants and analysts
- Inventory and logistics coordinators
- Finance and budgeting personnel
- Business process improvement specialists
- IT professionals supporting ERP implementation

Course Duration: 5 days

Course Modules

Module 1: Introduction to ERP and S&OP

- Overview of ERP systems
- S&OP process fundamentals
- Benefits of integrating ERP with S&OP
- Key ERP modules relevant to sales and operations
- Common challenges in ERP implementation
- Case study: ERP adoption in a manufacturing company

Module 2: Demand Forecasting Techniques

- Historical data analysis for sales forecasting
- Statistical and AI-driven forecasting methods
- ERP tools for predictive analytics
- Evaluating forecast accuracy
- Adjusting forecasts for market variability
- Case study: Improving forecast accuracy with ERP

Module 3: Inventory and Production Planning

- Inventory optimization techniques
- Production scheduling and capacity planning
- ERP functionalities for materials management
- Balancing supply and demand efficiently
- Monitoring inventory KPIs in ERP
- Case study: Reducing stockouts using ERP

Module 4: Supply Chain Integration

- Linking suppliers, production, and sales data

- ERP modules for logistics and procurement
- Collaborative planning with stakeholders
- Streamlining order fulfillment processes
- ERP dashboards for supply chain visibility
- Case study: Successful supply chain integration

Module 5: KPI Monitoring and Reporting

- Defining key performance indicators for S&OP
- ERP reporting tools and dashboards
- Real-time data monitoring and alerts
- Performance analysis and corrective actions
- Benchmarking and continuous improvement
- Case study: KPI-based decision-making

Module 6: Scenario Planning and Risk Management

- Identifying operational risks
- Creating alternative S&OP scenarios
- ERP tools for simulation and impact analysis
- Decision-making under uncertainty
- Aligning risk management with business goals
- Case study: Risk mitigation using scenario planning

Module 7: Collaborative S&OP Implementation

- Aligning sales, operations, and finance functions
- ERP-enabled collaboration tools
- Change management strategies
- Cross-functional communication best practices
- Measuring collaboration effectiveness
- Case study: Enhancing interdepartmental alignment

Module 8: Continuous Improvement and Best Practices

- ERP-based continuous improvement methodologies
- Lessons from successful ERP implementations
- Monitoring and adapting S&OP processes
- Leveraging analytics for process optimization
- Sustaining ERP benefits long-term
- Case study: Continuous S&OP improvement in practice

Training Methodology

- Interactive lectures and discussions
- Hands-on ERP software exercises
- Real-world case studies and scenario simulations
- Group activities and collaborative projects
- Q&A sessions with industry experts
- Assessments to evaluate understanding and application

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

Start Date	End Date	Location	Price
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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