Inventory Classification (ABC/XYZ) 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

Effective inventory management is the cornerstone of modern supply chain operations, ensuring that resources are optimally allocated, costs are minimized, and service levels are maximized. Inventory Classification (ABC/XYZ) Training Course provides professionals with practical knowledge and analytical tools to categorize inventory based on value, consumption patterns, and demand variability. Participants will gain the skills to implement ABC/XYZ analysis, enabling smarter decision-making, reducing stockouts, improving cash flow, and optimizing storage costs.

This course also emphasizes data-driven strategies to streamline procurement, improve forecasting accuracy, and align inventory management with organizational objectives. By mastering both ABC and XYZ classification techniques, learners will be able to prioritize high-impact items, plan efficient reorder points, and reduce excess inventory. The course integrates case studies, hands-on exercises, and real-world applications to ensure participants can immediately apply their knowledge in operational settings.

Programme Curriculum

Inventory Classification (ABC/XYZ) Training Course

Introduction

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Course Objectives

By the end of this training, participants will be able to:

1. Understand the principles of ABC and XYZ inventory classification.
2. Identify inventory items based on consumption value and variability.
3. Apply data analytics to categorize inventory effectively.
4. Implement inventory prioritization strategies to optimize stock levels.
5. Reduce carrying costs through efficient classification.
6. Enhance procurement decision-making using classification insights.
7. Improve demand forecasting accuracy with inventory segmentation.
8. Analyze inventory turnover rates and identify slow-moving items.
9. Develop reorder policies based on item criticality and variability.
10. Integrate ABC/XYZ analysis with ERP and inventory management systems.
11. Leverage case studies to solve real-world inventory challenges.
12. Monitor and evaluate classification effectiveness over time.
13. Align inventory management practices with organizational goals.

Organizational Benefits

- Reduced inventory carrying costs.
- Improved cash flow and working capital management.
- Enhanced operational efficiency and service levels.
- Optimized procurement and replenishment cycles.
- Minimized stockouts and overstocks.
- Better decision-making through data-driven insights.
- Increased supply chain visibility.
- Streamlined warehouse operations.
- Enhanced forecasting and demand planning.
- Strengthened alignment between inventory management and business strategy.

Target Audiences

- Inventory managers and supervisors.
- Supply chain professionals.
- Procurement officers.
- Warehouse managers.
- Operations managers.
- Logistics coordinators.
- Financial analysts in inventory-heavy industries.

- ERP and systems analysts.

Course Duration: 5 days

Course Modules

Module 1: Introduction to Inventory Management

- Overview of inventory types and functions.
- Importance of inventory classification.
- Key performance indicators (KPIs) for inventory.
- Role of inventory in supply chain efficiency.
- Challenges in inventory management.
- Case study: Inventory management in a retail company.

Module 2: Fundamentals of ABC Analysis

- Understanding ABC classification principles.
- Calculating annual consumption value.
- Determining inventory categories (A, B, C).
- Analyzing high-value vs. low-value items.
- Impact on procurement and storage decisions.
- Case study: Implementing ABC in a manufacturing firm.

Module 3: Fundamentals of XYZ Analysis

- Understanding XYZ classification principles.
- Evaluating demand variability and consistency.
- Identifying X, Y, and Z category items.
- Combining XYZ with ABC for better insights.
- Forecasting based on demand patterns.
- Case study: XYZ analysis for FMCG products.

Module 4: ABC/XYZ Combined Analysis

- Integrating ABC and XYZ classifications.
- Mapping inventory on an ABC/XYZ matrix.
- Prioritizing items for procurement and stock control.
- Identifying critical and slow-moving inventory.
- Strategies for high-impact items management.
- Case study: Combined analysis in electronics distribution.

Module 5: Data Collection and Analysis for Classification

- Collecting historical inventory data.
- Using Excel and ERP systems for analysis.
- Identifying patterns and anomalies.
- Data cleaning and validation techniques.
- Metrics for evaluating classification accuracy.
- Case study: Data-driven inventory classification.

Module 6: Inventory Policies and Replenishment Strategies

- Developing reorder points based on ABC/XYZ.
- Safety stock determination.
- Replenishment strategies for different categories.
- Vendor management considerations.
- Cost-benefit analysis for inventory decisions.
- Case study: Replenishment optimization in a pharmaceutical warehouse.

Module 7: Monitoring and Continuous Improvement

- Tracking inventory performance over time.
- Adjusting classification based on market changes.
- KPIs for continuous improvement.
- Feedback loops and reporting.
- Aligning inventory strategy with business objectives.
- Case study: Continuous improvement in a supply chain company.

Module 8: Practical Applications and Case Studies

- Real-world scenarios across industries.
- Hands-on exercises in classification.
- Problem-solving for complex inventory challenges.
- Lessons learned from successful implementations.
- Developing an actionable inventory plan.
- Case study: Cross-industry inventory management benchmarking.

Training Methodology

- Interactive lectures and presentations.
- Hands-on exercises using sample inventory data.
- Group discussions and brainstorming sessions.

- Case studies to link theory with practice.
- Role-playing procurement and inventory scenarios.
- Q&A sessions for knowledge consolidation.

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

Start Date	End Date	Location	Price
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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