S&OP (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

Sales & Operations Planning (S&OP) is a critical process that integrates sales forecasting, production planning, and inventory management to ensure organizational efficiency and profitability. S&OP (Sales & Operations Planning) Training Course provides a comprehensive understanding of S&OP frameworks, enabling participants to align supply chain operations with business strategies. Participants will gain practical knowledge of demand planning, capacity management, financial integration, and cross-functional collaboration. By mastering S&OP, organizations can optimize resources, improve forecast accuracy, and enhance customer satisfaction.

The training leverages industry best practices, modern analytics tools, and case studies to provide actionable insights for professionals seeking to drive operational excellence. Participants will explore advanced techniques for multi-echelon inventory planning, risk mitigation, and sales and operations alignment. This course also emphasizes strategic decision-making, data-driven planning, and performance measurement, ensuring that attendees are equipped to implement S&OP processes that maximize organizational agility and competitiveness.

Programme Curriculum

S&OP (Sales & Operations Planning) Training Course

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Course Objectives

1. Understand the fundamentals of Sales & Operations Planning and its strategic importance.
2. Learn demand forecasting techniques for accurate sales predictions.
3. Analyze inventory optimization strategies to reduce costs and improve service levels.
4. Develop capacity planning methods for balanced production and resource allocation.
5. Integrate financial planning with operational decision-making.
6. Explore multi-echelon inventory planning for complex supply chains.
7. Enhance collaboration between sales, operations, and finance teams.
8. Identify and mitigate supply chain risks effectively.
9. Implement S&OP metrics and performance measurement tools.
10. Gain proficiency in S&OP software and analytics tools.
11. Apply scenario planning to manage uncertainty in demand and supply.
12. Improve forecast accuracy and reduce bias in decision-making.
13. Design and execute actionable S&OP plans to meet organizational goals.

Organizational Benefits

- Improved alignment between sales and operations.
- Increased forecast accuracy and reduced inventory costs.
- Enhanced customer satisfaction and service levels.
- Optimized resource utilization across departments.
- Better financial planning and performance tracking.
- Reduced supply chain risks and disruptions.
- Streamlined decision-making and collaboration.
- Increased organizational agility and responsiveness.

- Improved visibility across the supply chain.
- Enhanced profitability through data-driven planning.

Target Audiences

1. Supply chain managers and planners
2. Operations managers
3. Sales managers and business development executives
4. Production and inventory control personnel
5. Financial analysts and planners
6. Demand planners and forecasters
7. Logistics and distribution managers
8. Consultants and process improvement specialists

Course Duration: 5 days

Course Modules

Module 1: Introduction to S&OP

- Definition, scope, and importance of S&OP
- Key components and processes
- Roles and responsibilities in S&OP
- Strategic alignment with business goals
- Case Study: S&OP implementation in a manufacturing company

Module 2: Demand Planning and Forecasting

- Techniques for sales forecasting
- Statistical forecasting models
- Handling uncertainty and variability
- Collaborative forecasting methods
- Case Study: Improving forecast accuracy in FMCG sector

Module 3: Supply Planning and Capacity Management

- Production planning and scheduling
- Resource allocation and utilization
- Capacity balancing methods

- Bottleneck identification and resolution
- Case Study: Capacity planning in a multi-site operation

Module 4: Inventory Management and Optimization

- Inventory policies and control methods
- Multi-echelon inventory planning
- Safety stock and service level optimization
- Reducing excess and obsolete inventory
- Case Study: Inventory optimization in retail supply chain

Module 5: Financial Integration in S&OP

- Linking operational plans to budgets
- Cost modeling and profit analysis
- Financial impact of S&OP decisions
- Scenario planning for financial outcomes
- Case Study: Financial alignment in consumer goods company

Module 6: S&OP Software and Analytics

- Overview of S&OP tools and platforms
- Data visualization and reporting
- Key performance indicators (KPIs)
- Using analytics for decision support
- Case Study: Digital S&OP implementation success

Module 7: Cross-Functional Collaboration

- Facilitating teamwork between sales, operations, and finance
- Effective communication techniques
- Conflict resolution in S&OP meetings
- Change management strategies
- Case Study: Cross-functional collaboration in global supply chain

Module 8: Performance Measurement and Continuous Improvement

- KPIs for S&OP effectiveness
- Monitoring and evaluating performance

- Continuous improvement techniques
- Feedback loops and corrective actions
- Case Study: Continuous improvement in manufacturing S&OP process

Training Methodology

- Interactive lectures and presentations
- Group discussions and brainstorming sessions
- Hands-on exercises and simulations
- Real-world case studies and problem-solving
- Software demonstrations and analytics exercises
- Role plays and scenario-based activities

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

Ready to enroll or request a customized program? Book online or contact us:

Register Online Now

Email: info@fineskilltrainingcenter.com | Website: www.fineskilltrainingcenter.com