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Global Learning for Operational Leaders

PROCUREMENT AND SUPPLY CHAIN MANAGEMENT

Demand Planning and Demand Management

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Course content

Why Attend

Course Introduction

Demand planning and sales forecasting are critical components of any organization, focusing on determining the demand for products or services.

Course Methodology

Course Objectives

Target Audience

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Course outline

Detailed course outline

Module-by-module outline for Demand Planning and Demand Management.

Module 1 - Amongst a wide range of valuable topics, the following will be prioritised

• Demand in the Supply Chain Where the Supply Chain is Examined

• Understanding the Needs and Expectations of the Customer

• Appreciating the Need for Inventory and Methods of Effectively Reducing It

• Understanding the Techniques of How to Plan Demand

• Appreciating the Principles of Forecasting Demand

• Knowing How to Calculate Lead Time and its Importance

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Seminar dates

Available seminar dates

Live dates and pricing for Demand Planning and Demand Management generated from the course details page.

Date	Location	Format	Fee
15 - 19 June 2026	London	Classroom	**€2,940**
20 - 24 July 2026	Istanbul	Classroom	**€1,995**
3 - 7 August 2026	Vienna	Classroom	**€2,975**
7 - 11 September 2026	Barcelona	Classroom	**€2,695**
12 - 16 October 2026	Paris	Classroom	**€3,150**
9 - 13 November 2026	Frankfurt	Classroom	**€2,275**
14 - 18 December 2026	Barcelona	Classroom	**€2,695**

Live online option	Online delivery is available at €1,250.