



Supply Chain Practice Workshop: “Driving Growth through Sales & Operations Planning”

About the Workshop

Immerse yourself in the virtual world of The Fresh Connection, a struggling fruit juice manufacturer on the brink of a downturn. Your mission over these 2 days? Turn the tide and guide the company back to prosperity! The crux of your challenge: Mastering the art of "Driving Growth through Sales & Operations Planning" in an environment marked by capacity constraints and a demanding market.

Target Group

This workshop is tailored for:

- **Supply Chain Professionals:** Boost your skills and insights into advanced S&OP processes and risk management.
- **Business Strategists & Managers:** Navigate real-world challenges of aligning business and supply chain strategies.
- **Sales & Operations Experts:** Delve into the intricacies of sales and operations planning in a high-pressure scenario.
- **Corporate Teams:** Perfect for teams aiming to foster cross-functional communication, coordination, and collaborative decision-making.

What Will You Learn?

- **Strategic Alignment:** Grasp the significance of aligning both company and supply chain strategies.
- **Unified Communication:** Build rapport and 'speak the same language' with value chain partners, both internal and external.
- **Sales & Operations Planning:** Feel the impact of a robust and structured S&OP process in driving business growth.
- **Risk Mastery:** Dive deep into coordinated supply chain risk management, ensuring company-wide resilience.
- **Eco-Responsibility:** Strategically manage and optimize your supply chain's carbon footprint, championing sustainable practices.
- **KPI Power:** Realize the transformative potential of a meticulously crafted set of Key Performance Indicators in guiding decision-making and tracking progress.

The Business Simulation

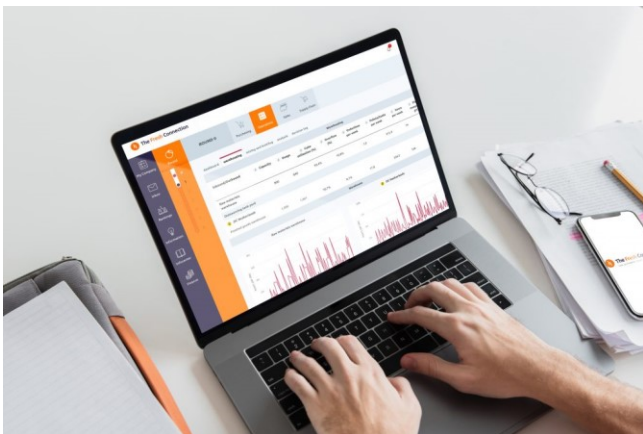
Participants get to run their own virtual company called The Fresh Connection, a manufacturer of fruit juices. Faced with declining performance, the management team must get the company back on track as quickly as possible. It is a high-pressure environment in which effective supply chain management is the key to success! The task is to implement an advanced S&OP process in a constraint capacity and demanding market environment.

Every decision a participant makes has trade-offs, both within and across roles. Alignment of all the disciplines and the implementation of an effective supply chain strategy will be key to success. Winning will be about generating the best Return on Investment (ROI) for the business while still managing your own team's KPI's (Key Performance Indicators) and targets!

In teams of four, participants must get the company back on track as quickly and efficiently as possible. Each team member will represent a specific role:

- VP Purchasing
- VP Operations
- VP Supply Chain
- VP Sales

They need to align and bring their supply chain management into action to win! Participants will be confronted with diverse real-life, real-time dilemmas, and cross functional understanding and collaboration are the key success components.



Registration

Become a Supply Chain Strategist! Engage in a hands-on experience that brings to light the challenges and triumphs of transforming a business through effective supply chain management. Not just about theory, this workshop offers an unparalleled opportunity to navigate real-time dilemmas, fostering growth while ensuring alignment with sustainability and operational efficiency.

For more details or to enroll, visit our website

<https://www.pmi-m.de/en/seminars/scpractice/> or reach out to our dedicated training team now (info@pmi-m.de)!