



# Sales & Operations Planning (S&OP)

## 2-day Workshop

### Introduction

The concept of Sales & Operations Planning (S&OP) is neither new nor secret. Firms focus on this topic with the idea of coordinating activities of supply and demand while simultaneously integrating the business strategy coupled with their own unique business processes. Though the implementation and improvement of S&OP still remains a definitive challenge. Questions regarding the implementation of an S&OP process revolve around the following:

- How and where do I start?
- How will I get management's support and buy-in?
- How do I convince all parties involved to participate, co-create, and improve?
- How do I recognize a good S&OP process from one that is suboptimal?
- What are the right Key Performance Indicators?

The workshop is meant to provide participants with the tools, techniques, and the answers to these questions and several more you probably never even considered.

### Seminar Content

The workshop enables participants to actively develop how they can efficiently implement or improve an S&OP process and determine what it really can provide to their organization.

### Key Learnings

Participants will

- experience what impact a well-functioning S&OP process will have on service level, inventory, and the working capital of a company
- learn from experienced trainers who provide advice and support with their industry expertise.

### Seminar Didactics

The workshop is based on the APICS education program **APICS Principles of Operations Planning** and enables participants to actively develop how they can efficiently implement or improve an S&OP process and determine what it really can provide to their organization. They will decide within the realistic web-based Value Chain simulation *The Fresh Connection*. More information on the next page.

This workshop is action orientated. It is designed for the learner that wants to be engaged in the learning process. We utilize a learning process that integrates theory with applied problem solving.

### Target Audience

- anyone involved in the management process of S&OP
- Supply Chain Manager and executives who want to fit their team for the S&OP issue
- executives, group leaders, and practitioners who are looking for valuable ideas for the implementation or improvement of their individual S&OP initiative.



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in cooperation with



### Certification

Currently, there is no official exam for this workshop. Participants receive an acknowledgement of attendance.

### About *The Fresh Connection*



**The Fresh Connection**

THE ULTIMATE VALUE CHAIN EXPERIENCE

With The Fresh Connection participants will be able to find lasting answers to many Supply Chain Management issues, by making strategic and tactic decisions within a Supply Chain. Learning by doing and comprehending the effects are the heart of this web-based business simulation for educational purposes, where the fruit juice company *The Fresh Connection* has got into trouble, despite its convincing products. There seems to be many weak points within the Supply Chain that the daily tasks become increasingly harder to manage. Unpredictable challenges pose big risks. Now, a new management team is expected to help in the crisis and turn it around.

Teams of four representing the roles purchasing, production, sales and supply chain have the exciting and demanding task to lead *The Fresh Connection* out of the red and to a positive Return on Investment (ROI). Participants are challenged to make the best tactical and strategic decisions for the company and experience that they not only need profound expert knowledge but also, a strong team!

### Seminar Fees

This workshop is offered as a cooperation between PMI and BVL Seminare. PMI is responsible for the complete program execution and management.

**Onsite** € 1,600.- (plus VAT),  
including 2 training days, S&OP training material, TFC license fee, refreshments and lunch at the seminar location (onsite seminar).

When registering several participants for the same open seminar at the same place and on the same date, we offer bulk discounts on the net seminar fee. Please contact us for more information.

### Registration

Questions about organization? Please contact Ms. Christine Matzner:  
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