

# CERTIFIED FORECASTER AND DEMAND PLANNER

**SUITABLE FOR FORECASTERS, DEMAND PLANNERS, PROFESSIONALS COORDINATING THE PLANNING PROCESSES WITHIN THEIR ORGANIZATION**

THE CERTIFIED FORECASTER AND DEMAND PLANNER (CFDP) CERTIFICATION IS INTERNATIONALLY ACCREDITED BY THE IISB (ISCEA INTERNATIONAL STANDARD BOARD). IT GUARANTEES THAT ITS BEARER IS FAMILIAR WITH QUANTITATIVE, QUALITATIVE AND CAUSAL FORECASTING MODELS THAT WILL MAXIMIZE PROFITS BY PROVIDING A BALANCE BETWEEN DEMAND AND SUPPLY. A CFDP IS ABLE TO UNDERSTAND DIFFERENT PERSPECTIVES WITHIN THE ORGANIZATION TO REACH FORECAST CONSENSUS WHILE MAINTAINING DEMAND PLANS ALIGNED WITH STRATEGIC OBJECTIVES.

## ONLINE & ON DEMAND COURSE INCLUDES:

### PART 1

- Supply Chain Management Essentials
- Inventory Planning Fundamentals
- Bullwhip Effect
- Introduction to Sales and Operations Planning / Integrated Business Planning - S&OP/IBP
- Consensus, Prioritization and Integration with Strategic Planning

### PART 2

- Collaborative Planning, Forecasting and Replenishment (CPFR)
- Forecasting Myths, Realities & Challenges
- Forecasting Based on Historical Data
- Seasonal Demand Forecasting
- Intermittent Demand Forecasting

### PART 3

- Causal and Qualitative Forecasting Models
- New Product Forecasting
- Forecast Performance
- Demand Driven Supply Chain Framework
- Demand Sensing

### PART 4

- Supply Chain Response
- Introduction to Demand Driven Materials Requirement Planning - DDMRP
- Improving Forecasting with POS Data and Demand Sensing
- Principles of Data Analysis
- Improving Forecasting with Machine Learning
- Improving Forecasting with Six Sigma



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