

NEUROVERSE GLOBAL

Demand Forecasting & Planning

Excellence Program

A 5-Day Intensive Executive Training Program

Training Course Code: NV-TR-06-006

Prepared for: [Client Organization]

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Executive Summary

The **Demand Forecasting & Planning Program** is designed to help professionals develop accurate forecasting models and effective demand planning strategies that support efficient supply chain operations. The program explores modern forecasting techniques, data analytics tools, and collaborative planning methods used to anticipate market demand and align operational resources. Participants will learn how to analyze demand patterns, improve forecast accuracy, and integrate demand planning with production, procurement, and inventory strategies. The course also highlights the role of digital technologies and predictive analytics in improving forecasting reliability. By the end of the program, participants will be able to design demand planning processes that enhance responsiveness, reduce operational risks, and support organizational growth.

Program Element	Details
Duration	5 Days (40 Hours)
Target Audience	C-Suite Executives, Senior Leaders, Strategy Professionals
Delivery Options	5★ Hotel Traveling (Global Centers) Training Institute Onsite at Your Location Virtual Live Hybrid
Certification	yes
Class Size	Optimum number of participants for highest interaction and engagement

We provide flexible and premium delivery formats tailored to your strategic priorities:

- **5★ Hotel Experience:** Executive retreat setting combining strategic learning, executive networking, and high-level team in luxury venues (e.g., Amman, Dead Sea, Aqaba).
- **Traveling (Global Centers):** Delivered at world-class international locations such as London, Istanbul, Dubai, Singapore, Georgia, or select European hubs, offering premium facilities and global networking opportunities.
- **Training Institute:** Hosted at leading accredited institutes equipped with advanced learning technologies and innovation-driven environments.
- **Onsite at Your Location:** Conducted at your corporate headquarters for a fully customized, confidential, and organization-focused experience.
- **Virtual Live:** High-definition, interactive online sessions with digital collaboration tools ideal for distributed leadership teams.
- **Hybrid Model:** A strategic blend of in-person engagement and synchronized virtual participation to maximize flexibility and international reach.

Curriculum Structure

The Demand Forecasting & Planning Program is structured as a comprehensive 5-day executive learning journey that equips professionals with the analytical tools and strategic frameworks required to forecast demand and align operational planning with market dynamics. The program integrates forecasting methodologies, demand planning frameworks, statistical models, and digital analytics tools to enable organizations to respond effectively to changing customer needs. Participants will gain hands-on experience through forecasting simulations, data analysis exercises, and collaborative planning workshops designed to strengthen forecasting accuracy and decision-making.

Day 1: Fundamentals of Demand Forecasting

Theme: Understanding Demand Patterns and Forecasting Principles

Module	Key Activities
Introduction to Demand Forecasting	Role of forecasting in supply chain planning
Types of Demand	Independent vs dependent demand; Demand variability
Forecasting Methods Overview	Qualitative and quantitative forecasting approaches
Forecast Accuracy Measurement	Error metrics such as MAD, MAPE, and tracking signals

Day 2: Forecasting Techniques & Data Analysis

Theme: Applying Analytical Forecasting Methods

Module	Key Activities
Time Series Forecasting	Moving averages, exponential smoothing
Regression & Trend Analysis	Identifying demand patterns and trends
Forecasting Software Tools	Using digital tools and forecasting platforms
Forecasting Workshop	Practical forecasting exercises using real datasets

Day 3: Demand Planning Integration

Theme: Aligning Demand Forecasts with Business Operations

Module	Key Activities
Demand Planning Processes	Integrating forecasting with operational planning
Sales & Operations Planning	Cross-functional collaboration for demand alignment
Demand Segmentation	Customer segmentation and demand prioritization
Collaborative Demand Planning	Coordination with sales, marketing, and supply chain teams

Day 4: Forecast Optimization & Risk Management

Theme: Improving Forecast Reliability

Module	Key Activities
Forecast Error Analysis	Identifying causes of forecasting inaccuracies
Demand Volatility Management	Strategies for handling demand uncertainty
Scenario Planning	Developing demand scenarios and contingency plans
Continuous Forecast Improvement	Forecast review and adjustment processes

Day 5: Digital Forecasting & Future Trends

Theme: Data-Driven Demand Plannings

Module	Key Activities
AI & Machine Learning in Forecasting	Predictive demand analytics and automation
Big Data in Demand Planning	Leveraging large datasets for forecasting accuracy
Digital Supply Chain Integration	Linking forecasting with ERP and planning systems
Capstone & Certification	Demand forecasting case study and strategic planning presentation

Delivery Options

NeuroVerse Global offers unparalleled flexibility in program delivery, ensuring that world-class strategic education is accessible regardless of location or logistical constraints. Choose the format that best suits your organizational needs:

Format	Description	Best For
Executive Retreat ***** 5* Hotel	Multi-day experience at luxury venues in hotels 5* combining learning with strategic planning and team activities. Amman, Dead Sea, Aqaba	Board offsites, strategic planning, executive bonding
Premier Training Institute	Delivered at internationally accredited, state-of-the-art institutes equipped with advanced learning technologies, executive facilities, and innovation labs.	Executive education, certified programs, high-impact professional development
Global Centers With Traveling	Conducted at NeuroVerse world-class facilities in London, Istanbul, Egypt, Dubai, Singapore, Georgia, or Europe. Premium amenities and networking.	International exposure, cross-cultural learning, executive networking
Onsite Premium	NeuroVerse facilitator at your corporate headquarters or preferred location. Full materials, and immersive experience.	Leadership teams, confidential strategy sessions, team building
Virtual Live	Synchronous online sessions with interactive tools, breakout rooms, and digital collaboration platforms. HD streaming.	Distributed teams, cost optimization, time-constrained executives
Hybrid Model	Blend of in-person and virtual elements. Regional hubs with synchronized virtual participation for global teams.	Global organizations, flexible participation, maximum reach



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Make you Training in more than 35 Countries Around the World

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