

Forecasting Training Course



SAP APO-DP

Demand Planning Workshop

Custom courses delivered at your premises



Lancaster University
MANAGEMENT SCHOOL



Lancaster Centre for
Forecasting
www.forecasting-centre.com

Who we are



Lancaster Centre for Forecasting

- Largest research unit dedicated to forecasting in Europe
- Centre based at top ranked Lancaster University Management School
- Offer professional training, coaching and consultancy
- Over 50+ corporate projects
- Hosts of UK Supply Chain Forecasting Network

Dr. Sven F. Crone

- Keynote speaker at major international forecasting conferences
- Deputy director of the Lancaster Centre for Forecasting
- Assistant Professor, Management Science, Lancaster University



Dr. Nikolaos Kourentzes

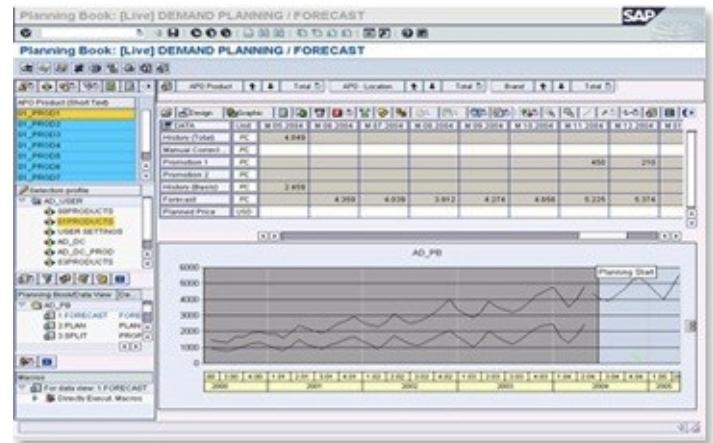
- Invited speaker at practitioner and academic conferences
- Long experience in applied research forecasting projects with industry
- Assistant Professor, Management Science, Lancaster University



Dr. Fotios Petropoulos

- Long experience in applied forecasting projects and teaching
- Past coordinator of the largest forecasting research unit in Greece
- Senior Research Associate, Management Science, Lancaster University

This course is designed for your demand planning team and is relevant to both managers and demand planners. It will be delivered at your company site, making use of your SAP APO-DP installation. The workshop will make use of real demand data from your organisation.



Testimonials

"The Lancaster forecasting course is a well organised programme with a variety of tutors, and a relaxed method of teaching and group discussion. The course content includes practical application through exercises and case studies relevant to real world issues. Attending two separate workshop sessions allowed us to implement lessons from the first workshop and report back to tutors and fellow delegates at the second. We are now in a good position to further develop our forecasting methodology and improve forecast accuracy at British Gypsum Ltd."

Russell Trueman, British Gypsum, UK

"... excellent course which will make an important difference on how we work ..."

Chris Tracey, UK Department of Work and Pensions DWP

"... The results of the workshop are brilliant, and I will definitely take a lot of information away with me and most importantly implement the models & parameters ..."

Demand Planner, Beiersdorf, Germany

This course will give practicing forecasters:

- the skills necessary to improve their accuracy, performance & knowledge in forecasting with SAP APO-DP
- the forecasting models in SAP APO-DP
- how to select the appropriate model and parameter in SAP APO-DP
- how to choose methods, functions and appropriate software
- an understanding of the limitations of statistical demand planning in SAP

Course structure

- small groups (up to 10 people) & skilled instructors
- presentations and group discussion
- hands-on experience in analysing your own data
- use of Excel & SAP APO-DP
- support knowledge transfer to your forecasting problems

Aims & Structure

Our aim is to deliver a customised course to meet your needs. The exact topics and the duration of the course will be adjusted to your needs.

Introduction to forecasting

Why forecasting is important? Forecasting objects and objectives. Introduction to the Forecasting Process.

Time Series Analysis

Explore and characterise your data. Identify trend and seasonality in time series. Distinguish structure from irregular patterns of demand.

Time series forecasting: level, trend and seasonal time series

Understand the different forecasting models available in SAP. Learn how to select the appropriate model and parameters to produce accurate forecasts in SAP APO-DP.

Evaluating forecasting accuracy

Understand the different accuracy measures and their importance. Comprehend how accuracy is calculated and reported in SAP APO-DP.

Course Outline Suggested Topics

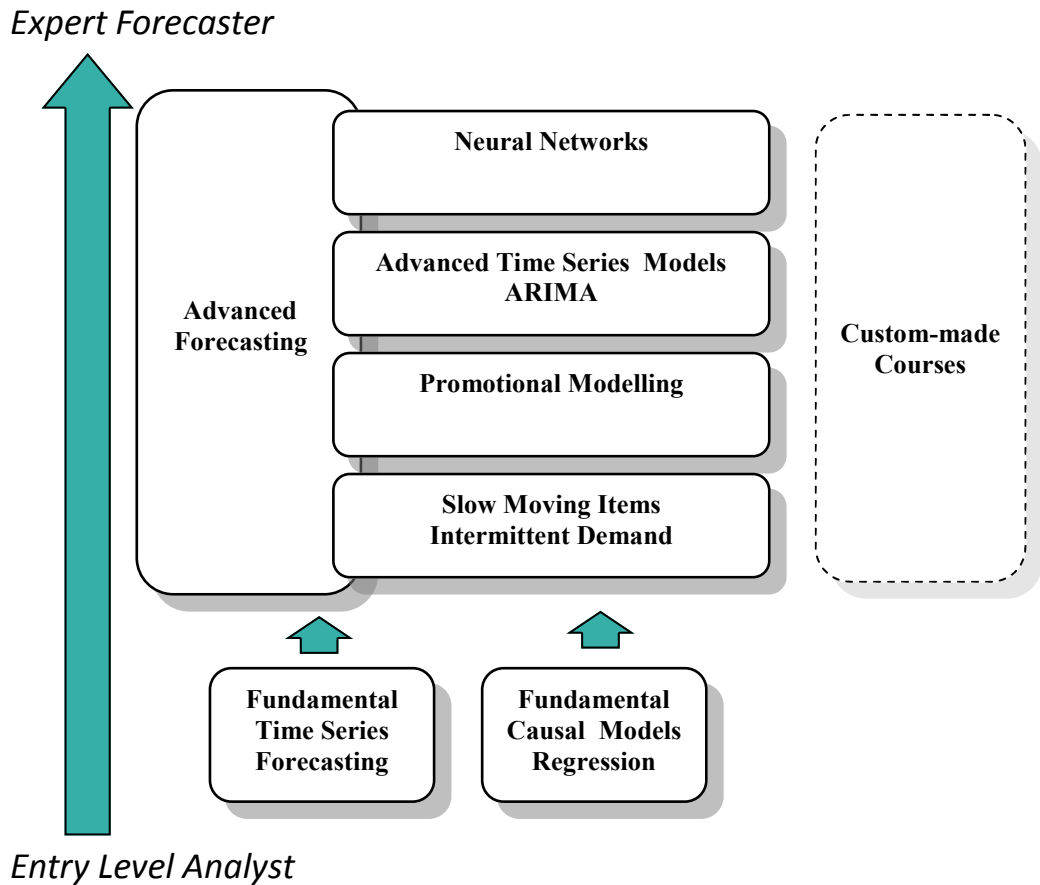
Why choose the Lancaster Centre for Forecasting?

- + Professionalism:** Courses are designed and taught by professional educators, with many years of teaching experience in developing courses, defining learning objectives and learning modes up to university level. Don't get caught in a course run by practitioners or consultants with little teaching experience.
- + Expertise:** All trainers are experts in their respective areas of forecasting, both on the latest level of theoretical research but also implementing it in real projects with leading multinational companies. This ensures you can always transform the results of our latest theoretical research into practice.
- + Course Design:** Guaranteed small teaching groups of approx. 8-10 students, in contrast to 20-40 in other courses. This allows us to work with you hands-on using your real data, running resource intensive hands-on exercises in MS Excel and SAP APO-DP.
- + Resources:** Each participant will receive material handouts and MS Excel template-solutions including popular forecasting methods (readily implemented for you to use outside the course).

Cost

The cost of the course depends on the agreed deliverables, number of participants and duration. Please contact us to discuss how we can best help you with your SAP APO-DP training needs.

Your road to expertise



Fundamental Forecasting Courses

Business Forecasting with Time Series Methods: Learn how to understand and forecast your time series. This two-day course is an ideal introduction to forecasting. You will learn how to explore and analyse your data, build robust and accurate time series models and understand your forecasting performance.

Business Forecasting with Causal Regression Methods: Learn how to create forecasts that capture driver variables. External effects, such as the weather, policy changes, promotions, etc can be captured and explored with regression. Understand how to build powerful forecasting models that can explain external influences to your time series in this two-day course.

Advanced Forecasting Courses

ARIMA Methods: Bring the power of time series models and regression together. Learn how to build and use for forecasting the powerful ARIMA models, with or without external effects.

Artificial Neural Networks Methods: Use state-of-the-art predictive models for your organisation. Learn how to build neural nets to accurately predict complex and nonlinear time series. Understand how to capture time series dynamics, external events and complex interactions with Neural Networks.

Slow Moving & Intermittent Demand Forecasting: Learn how to forecast slow moving items, spare parts and other intermittent time series for reliable inventory estimation and control.

Promotional Forecasting Methods: Specialised course on promotional modelling. Learn how to build and use advanced predictive models to best model and understand your promotions.

New Product Forecasting: Learn state-of-the-art forecasting methods to new product demand forecasting and the use of expert opinion and management judgment.

Custom-made Courses

Do you have special requirements for a course? Let us know! We will develop tailor made courses to meet the needs of your team. These can be held at Lancaster, or on-site on your own premises to reduce travel overheads. For example, we regularly teach courses tailor made for a particular software package.

In addition, the Lancaster Centre for Forecasting offers individual 1-to-1 training on the job, giving individual support to tackle new methods and systems in order to bring new team members up to a desired level of knowledge.