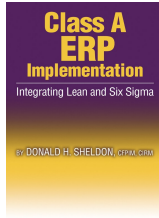




Top Management Sales and Operations Planning

Course Description

This 4-hour course is designed to give the attendees a solid foundation of learning in Class A ERP Sales and Operations Planning disciplines, principles and techniques. The course engages the attendees in analyzing and using thought leadership of Sales and Operations Planning business process in [proposal company] applications. Several other-company examples will also be used to help in the attendees better digest the level of change required. A copy of the text, *Class A ERP Implementation*, Sheldon, 2005 J. Ross will also be required. The students will be provided with books that include all of the slides used in the class.



Course Duration of course

This class is 4 hours in duration.

Course Detailed Content

1. The Map to World Class Performance
2. Class A ERP Overview
3. Business Planning
 - a. Strategy
 - b. Business Imperatives
 - c. Process Design
4. Demand Planning
 - a. Business Planning
 - b. Marketing
 - c. Sales
 - d. History
5. Demand Review
6. Operations Planning
7. Sales and Operations Planning
8. Master Scheduling linkage
9. Metrics
10. Management Systems
11. Implementation

Course Deliverables

- Team members will be prepared to initiate a Class A Sales and Operations Planning process implementation.
- Attendees will have an understanding of metrics and management systems and application in [proposal company]
- A common glossary of terms will be established
- A schedule will be set
- Roles will be understood

Intended Audience

Middle Management

Top Management from demand and supply

Costs for Delivery

Negotiable

Normal Follow-up

Normal follow-up would include 1 days of hands-on consulting per month for the first 6 months and then extend the interval to 2 months. Class A S&OP process should be achieved in approximately 6 months.