

PSNOP01 - Sales & Operations Planning



Do the following represent a typical day in your work life?

- Nothing goes right
- Everything is a mess
- Materials are late
- Customers are unhappy
- Too much inventory
- Too many shortages
- Too many dumps
- Crisis Management is the order of the day!

If you answered **YES** to any of the above, then you must attend this workshop.

A number of businesses do a very good job of having business plan and also day to day production scheduling. But not many realise that, there is a missing link, which is Sales & Operations Planning. S&OP integrates all the different plans for a business and also ensures that every functional department is on the same page.

Sales and Operations Planning (S&OP) is a powerful decision making tool for business executives as well as line managers. S&OP enables the company's managers to view the business holistically and gives them a window into the future.

The value to any company of balancing supply and demand has long been understood. When we add volume and mix to this equation, we get the four fundamentals needed for effective business balance. For those companies grappling with these 4 fundamentals, S&OP can provide excellent benefits. The role of S&OP process is to balance supply and demand at the volume level.

Positive results that companies have gained from S&OP include hard benefits, such as improved customer service and lower inventory and soft benefits, such as improved teamwork and better decision making.

Suitable for: Senior Managers, Managers from Sales, Marketing, NPD, Technical, Operations, Production, Planning, Purchasing, and Distribution & Warehousing.

This workshop can be linked to the following unit standards:

21538 (Level 5, Credits 10) - Develop the application of enterprise systems in a competitive manufacturing organisation

To be awarded these unit standards, evidence must be provided from the work place.

Contact Productivity Institute to book your workshop(s) or for further information

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