Integrated Business Planning
S&OP - Improve your forecast performance review

WHO SHOULD ATTEND?

Controllers – Finance and Accounting Managers – Business Unit Managers – Supply Chain Managers – Demand Planners

Prerequisites: *basic knowledge of controlling tools is recommended, for example by having attended "Controlling of operations – Driving Financial performance" page 48.*

OBJECTIVES

❱ Be able to implement a robust financial forecasting approach that integrates all business functions

❱ Know the process: milestones, stakeholders, and outputs

❱ Understand change management with respect to roles and responsibilities and how to adapt monthly performance review

❱ Learn how to integrate advanced modeling and simulation in the predictive approach.

WHY YOU SHOULD ATTEND?

❱ Whatever the business sector and the size of the organization, budget is a complex exercise, not always successful. But optimizing tools exist!

This training gives you the opportunity to improve your budgeting process thanks to a new, more integrated, more operational S&OP (Sales & Operations Planning) approach. By putting continuous improvement at the heart of the finance function, and by combining a comprehensive financial perspective with the management process, you can transform your budgeting process into a real value creating planning tool.

DURATION:	2 DAYS
DATES*:	28-29/02/24
	06-07/06/24
	03-04/12/24
PRICE EXCL. VAT:	1 860 €

(*) Delivery method: face-to-face, subject to change according to your requests and/or health conditions.

DETAILED CONTENT

❱ **The classical forecasting approach and its limitations**
- Advantages and drawbacks of the threefold PMT – Budget – Re-forecast
- Is Finance the only function to make forecasts?

❱ **A new approach: towards a more integrated forecasting process**
- The "landing" (Forecast accuracy)
- Key success factors
- From MRP to S&OP
- Choosing the right tools (illustration with SAP)
- The contribution of Finance

❱ **Adapting your governance**
- Rituals: improving your meetings
- The central role of Finance: contributions at each stage
- How to improve monthly performance review?

❱ **Robust value management**
- Linking financial and operational KPIs: the cause-and-effect tree
- ROCE and the levers of value creation
- Application with the Cash Model®
- The global performance cycle

❱ **The integrated approach and digital transformation**
- Performance indicators focused on operational levers
- Big Data and AI at the service of planning and forecasting
- Application examples on real cases: predictive modeling and simulation

INSTRUCTIONAL APPROACH AND LEARNING ASSESSMENT

■ **During the session:** alternating theoretical developments and illustrations and case studies. A real transposition work in the case of the participants is proposed in order to facilitate sharing experience. Numerous exchanges and interactive quizzes during the session ensure targeted skills.

■ **After the session:** the trainer is available to answer any follow-up questions participants may have.

©FinHarmony - This training can be organised on your premises
Tel +33 (0) 1 53 17 39 00 - formation@finharmony.net