

## INTEGRATED BUSINESS PLANNING



The purpose of the course is to give you knowledge on:

- The concept and purpose of IBP, Sales and Operations Planning and Master Scheduling.
- How IBP bridges financial targets and Strategy to Sales and Operations, facilitating predictable results.
- Basic requirements on Forecasting, Biases, aggregation, rough-cut planning.
- The IBP process, steps, objectives, agenda, and schedule.
- Different possibilities to make a positive change and where to begin.

This training course will take 1,5 to 4 hours to complete including the test.

## COURSE OUTLINE

### INTRODUCTION

1. Before we begin, a few tips
2. Introduction
3. What is Integrated Business Planning?
4. Why do we plan?
5. Why do we need to predict the future?
6. Why is it important to have Supply and Demand in balance?
7. Why should I learn about IBP?
8. What are strategic initiatives?

#### FORECASTS

1. Forecasts and long-term horizons, why are these so dangerous?
2. Forecasting Horizons
3. How do you make an unbiased Demand forecast?
4. How do you manage uncertainty in forecasts?

#### THE IBP PROCESS

1. What are the steps in the IBP process?
2. How do you schedule the IBP process?
3. Who are the stakeholders of the IBP?
4. The Offering Review
5. The Demand Review
6. The Supply Review
7. The Reconciliation Review
8. The Management Review
9. What is the next step?

#### MASTER SCHEDULE

1. What is the purpose of the Master Schedule?
2. What are the time-zones of the Master Schedule?
3. How is Master Scheduling performed?
4. Managing master scheduling
5. How do I know if the master schedule is realistic and credible?

#### EXECUTION

1. How do you prepare the various processes?
2. What are the prerequisites for purchasing?
3. How do you establish reliable processes?
4. What do you do when things go wrong?
5. What is Daily Gemba?

#### MANAGEMENT

1. Could more detailed planning improve your delivery performance?
2. How do you improve agility?
3. How do you gain IBP synergies in a group?
4. Where do you start?
5. Is your company's route to success clear?
6. Where to find support and inspiration?

#### TEST

20 Multiple choice questions. If incorrectly answered, the student is automatically guided to the relevant section of the course for a refresh. Then answer the question again.

When >80% correct answers submitted → Pass → Diploma  
Course evaluation.