



Demand Planning & Forecasting Masterclass

Supply Chain, Procurement & Logistics

QGT-SCM-169 | Masterclass | 5 or 10 days | Online, classroom, in-house

Course overview

Demand Planning & Forecasting Masterclass is a senior-level masterclass on strategy and performance in Demand Planning & Forecasting. It covers the principles, the requirements of CIPS and ASCM frameworks, Incoterms 2020 and ISO 28000, and the practical methods used on site, with case studies from operations in the Gulf, Africa and worldwide. Available online, in the classroom in 60 cities, or in-house.

What participants will be able to do

- Explain the principles, terminology and scope of Demand Planning & Forecasting
- Apply the relevant requirements of CIPS and ASCM frameworks, Incoterms 2020 and ISO 28000
- Use practical tools, checklists and calculations with confidence
- Recognise common problems, risks and root causes and choose the right corrective action
- Build a business case and roadmap their leadership team can act on

Who should attend

Designed for procurement, supply chain, warehouse and logistics professionals in senior and leadership roles.

Course outline (5 days)

Day 1: Strategic view of Demand Planning & Forecasting

Trends, regulation and what leading companies do differently

Day 2: Benchmarking and performance

KPIs, maturity models and gap analysis

Day 3: Lessons from major incidents and projects

Decision points that changed outcomes

Day 4: Leading the change

Building the business case, budget and team capability

Day 5: Masterclass forum

Expert panel, peer exchange and personal roadmap

What the 10-day edition adds

Day 6: Applied project, part 1 – Apply the week-one methods to a case from your organisation

Day 7: Data and digital tools – Software, spreadsheets and digital tools used in practice

Day 8: Lessons from incidents and audits – What investigations and audit findings teach

Day 9: Applied project, part 2 – Complete, test and refine your solution

Day 10: Presentations and final assessment – Present to the group and complete the final assessment

Fees (USD per participant)

Duration	Live online	Classroom	In-house
5 days	\$3,000	\$5,500	On quote
10 days	\$5,500	\$9,900	On quote

Fees include course material and certificate of completion; classroom fees include refreshments and lunch. In-house training is priced per group.

Dates and cities 2027–2030

Dates	City	Format	Duration	Fee
7–11 Feb 2027	Erbil	Classroom	5 days	\$5,500
12–23 Apr 2027	Zurich	Classroom	10 days	\$9,900
31 May – 4 Jun 2027	Kuala Lumpur	Classroom	5 days	\$5,500
13–24 Sep 2027	Milan	Classroom	10 days	\$9,900
11–15 Oct 2027	Online (live)	Online (live)	5 days	\$3,000
31 Jan – 4 Feb 2028	Abu Dhabi	Classroom	5 days	\$5,500
21 May – 1 Jun 2028	Sharm El Sheikh	Classroom	10 days	\$9,900
19–23 Jun 2028	Tbilisi	Classroom	5 days	\$5,500
7–18 Aug 2028	Johannesburg	Classroom	10 days	\$9,900
23–27 Oct 2028	Online (live)	Online (live)	5 days	\$3,000
9–13 Apr 2029	Dubai	Classroom	5 days	\$5,500
16–27 Apr 2029	Berlin	Classroom	10 days	\$9,900
16–20 Jul 2029	Frankfurt	Classroom	5 days	\$5,500
20–31 Aug 2029	Prague	Classroom	10 days	\$9,900
19–23 Nov 2029	Online (live)	Online (live)	5 days	\$3,000
21–25 Jan 2030	Istanbul	Classroom	5 days	\$5,500
18–29 Mar 2030	Johannesburg	Classroom	10 days	\$9,900
20–24 May 2030	Berlin	Classroom	5 days	\$5,500
29 Jul – 9 Aug 2030	Milan	Classroom	10 days	\$9,900
23–27 Sep 2030	Online (live)	Online (live)	5 days	\$3,000

How to register

Register online or scan the code

<https://qimmatrainig.com/courses/demand-planning-and-forecasting-masterclass/>

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