



DMi
LEADERSHIP
through
INTEGRATION

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**DMi Leading Edge Workshops
2019**

education & design

INTEGRATED BUSINESS PLANNING

The primary business management process

INTRODUCTION

Most companies don't have a problem with planning. In fact many companies have multiple sets of plans – Demand, Supply, Development, Finance (AOP) and Strategic. The issue is often not planning, it is integration – in other words 'one set of numbers'.

Sales and Operations Planning (S&OP) was developed in the 80's as a process that was primarily focused upon the balancing of demand and supply at an aggregate level. Over the last 35 years S&OP has evolved and developed into what today is known as Integrated Business Planning.

DELEGATES WILL LEARN

Delegates will learn the latest thought leadership on best practice IBP development and implementation. It will enable them to develop a company specific application of IBP and to become change agents for the IBP process and critically important culture and behaviour challenges. They will gain the understanding that IBP is not a systems solution, or a supply chain process; it is a critical business management process that creates visibility of 'gaps' and enables decisions to close those gaps or open up positive growth opportunities.

2 day course

£ 1,495 per delegate

DEMAND MANAGEMENT & SALES FORECASTING

One set of numbers

INTRODUCTION

Demand Management, Planning and Forecasting is a critical process for all companies, whether you are in the Manufacturing, Supply Chain or Service industry the ability to balance supply resources against demand can only be as good as the quality of the Demand Plan. This course will explain how three concepts can be utilized to improve the quality of the Demand Plan. However it all starts with a mind set change which is that forecasting is the 'art of the possible' not the 'art of the impossible'. The three critical concepts are:-

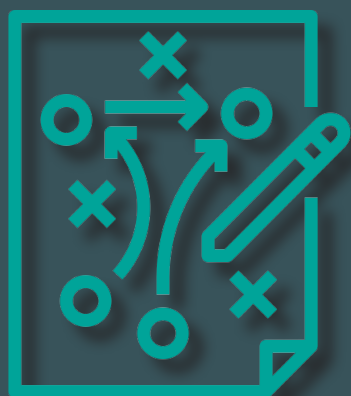
- Demand Planning/Forecasting
- Whenever the Forecasting is Wrong
- If the forecast is 'always below' or 'always above'

DELEGATES WILL LEARN

All the delegates will be equipped with a comprehensive understanding and knowledge of best practice concepts that sit behind Demand Management, Planning and Forecasting. They will be able to apply these concepts to their company's Demand Management process and help to deliver significantly improved Demand Planning and customer service.

2 day course

£ 1,495 per delegate



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SUPPLY CHAIN MANAGEMENT OPTIMISATION

Today's competition will be Supply Chain vs. Supply Chain

INTRODUCTION

Customers expect service on time in full at the lowest cost and highest quality. Unlike the 1970s when the 'supplier was king' today the 'customer is king' and they expect more responsiveness, greater flexibility and more value. Therefore customer focus in terms of product, service and value are the keys to success. As product functionality and capability continues to converge the future competition and success will not be product versus product – 'my product is better than the competition' - but supply chain versus supply chain – 'my supply chain is more efficient and responsive than the competition'. Supply Chain optimisation is a key competitive advantage in today's global market.

DELEGATES WILL LEARN

Delegates will be equipped with a comprehensive understanding and knowledge of how to optimize supply chain management processes within the organisation. They will be able to apply the tools and techniques of best practice supply chain management to help the organisation gain a competitive supply chain advantage.

2 day course
£ 1,495 per delegate



PERFORMANCE MEASURES & CRITICAL SUCCESS FACTORS

What you can't measure, you can't control; what you can't control, you can't improve

INTRODUCTION

The course will ensure that the measures are aligned with the vision and strategic business objectives. The focus will be on the few critical measures or KPIs and the critical success factors (CSF's) that will deliver sustainable business improvement and success.

They will also understand how personal accountability and distributed leadership can drive an environment of achievement, empowerment and sustainable performance improvement.

From a technical perspective they will also understand the best practice definition and calculation of key performance measures along with industry benchmark performances.

1 day course
£ 995 per delegate

DELEGATES WILL LEARN

Delegates will understand how to develop performance measures and line of sight framework which will support the execution of the organisation's strategy and business objectives.



ERP IMPLEMENTATION & TRANSFORMATION

The integration of people, processes and systems is the only way to achieve transformation

INTRODUCTION

This education session will show how to successfully manage the implementation of a transformation programme that includes an ERP system implementation. It shows how to structure the project, develop a plan and engage the whole organisation through an effective education and cascade education programme. This process is based upon a change management approach that has been developed over more than 40 years and is sometimes referred to as the 'proven path'.

DELEGATES WILL LEARN

Delegates will gain an understanding of how to plan and manage a transformation/ERP programme. Delegates will also understand their role in a successful change management process. They will also understand the significant role that education (why) compared to training (how) plays in the change management and transformation process.

3 day course

£ 1,595 per delegate

LEADERSHIP DEVELOPMENT/CHANGE MANAGEMENT - Equine Assisted Activities

You can manage 'things' but you have to lead people

INTRODUCTION

With carefully chosen exercises, coaching and reflection in a safe and supportive environment, horses can help provide us with new insight into ourselves and our performance and can help facilitate learning that takes place at an instinctive limbic level, providing us with a powerful learning tool for development and change.



DELEGATES WILL LEARN

The combination of our classroom sessions and experiential learning activities with the horses, give the individual a clear understanding of what makes an effective leader, as well enabling them to discover their own effective leadership style and their ability to manage change as it happens.

3 day course

£ 1,595 per delegate

TEAM-BUILDING - Equine Assisted Activities

PERSONAL DEVELOPMENT - Equine Assisted Activities

All our Equine Assisted courses are 'non-riding' and delivered from our headquarters in South Cheshire

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