

CHARTERED 
INSTITUTE OF PROFESSIONAL CERTIFICATIONS

CERTIFIED SUPPLY CHAIN DEMAND PLANNING AND FORECASTING PROFESSIONAL™

CSCD™

**Fully Accredited
By:**

Chartered Institute of
Professional Certifications

CPD
Certification Service



PROGRAM OVERVIEW



Do you want to achieve the same success as Motorola Solutions in reducing your inventory carrying cost and lead time? With the unpredictable nature of products and the rapid pace of technological change, demand forecasting and inventory management can be a daunting challenge. But with a demand planning solution that harnesses the power of advanced analytics and machine learning, you can overcome these obstacles just like Motorola Solutions. They were able to **reduce their inventory carrying cost by 10% (from 15%) and lead time by 30% (from 90 to 60 days), all while improving their demand forecasting accuracy to 85% and reducing stockouts from 20% to just 5%.**

This **Certified Supply Chain Demand Planning & Forecasting Professional (CSCD™)** program is designed to provide you with powerful learning experience and turn you into an expert in demand planning and forecasting. The program will equip you with the knowledge to master the art of demand planning and forecasting, including the **latest statistical models and techniques such as regression analysis and exponential smoothing.** With a comprehensive understanding of **how to gather data from all relevant stakeholders in the supply chain,** you will be able to use **powerful tools such as Exponential Smoothing (ETS) and Autoregressive Integrated Moving Average (ARIMA) to accurately predict sales and meet customer demand.** You will learn how to **build meaningful key performance indicators (KPIs) and metrics to measure the effectiveness of your demand planning and forecasting processes,** and how to streamline supply chain processes to increase efficiency and boost performance. Furthermore, you will gain the skills to **turn your Sales & Operations Planning (S&OP) data into actionable insights that drive customer satisfaction and success.**

ACCREDITATIONS



4.8



4.6



PROGRAM OVERVIEW



By the end of the program and upon passing the Chartered exam, you will have earned the **Certified Supply Chain Demand Planning & Forecasting Professional (CSCD™)** designation that will equip participants with the knowledge and skills in the field of demand planning, forecasting and modeling in supply chain. The CSCD™ program is a highly regarded certification in the field of supply chain. By earning the CSCD™ certification, participants will demonstrate their expertise and commitment to their careers, making them more competitive in the job market and opening up new career opportunities.

Globally demanded and recognized, this designation is also an industry-recognized trademarked charter developed by the **Chartered Institute of Professional Certifications** and has lifelong validity. The content of the program has also been independently accredited and certified by CPD as conforming to continuing professional development.

ACCREDITATIONS



4.8



4.6



KEY SKILLS YOU WILL GAIN

From This Program



**DEMAND PLANNING
DEMAND FORECASTING
DEMAND MODELING
INVENTORY MANAGEMENT**

**SALES AND OPERATIONS PLANNING
DATA AND TREND ANALYSIS
ADVANCED STATISTICAL MODELING
DISTRIBUTION AND LOGISTICS**

**INVENTORY OPTIMIZATION
DISTRIBUTION REPLENISHMENT
PLANNING AND SCHEDULING
REGRESSION ANALYSIS**

**EXPONENTIAL SMOOTHING
QUANTITATIVE FORECASTING
LINEAR REGRESSION
FORECAST ERROR
MATERIALS REQUIREMENT PLANNING (MRP)**

**MASTER PRODUCTION SCHEDULING (MPS)
QUEUING THEORY**

YOUR FACULTY DIRECTOR



Dr. Mark Rodgers

Award-winning Supply Chain Management Professor
and Faculty Director

Dr. Mark Rodgers is an award-winning **Assistant Professor for the Supply Chain Management Department** of the Rutgers Business School and over 15 years of experience in leadership and advisory roles. With a focus on power grid expansion planning, simulation-based optimization, and quantitative methods to assess supply chain disruptions and risk, **Dr. Rodger's research has been widely recognized and presented at numerous academic conferences.** His passion in supply chain and teaching has led him to be awarded several research and teaching awards that include Junior Faculty Teaching Award in addition to being awarded the NJ Small Business Development Center Grant and NJDEP Recycling Enhancement Grant.

OUR PARTICIPANTS

Over 70% of **FORTUNE 500**
Companies Have
Attended Our
Accredited
Programs
Before

Goldman
Sachs

SAMSUNG

ExxonMobil

BURBERRY

citi

IKEA

VOLVO

HYUNDAI

Pfizer
Life is our life's work

Nestlé

PROGRAM AGENDA



MODULE 1 - SALES AND OPERATIONS PLANNING

Introduction to Sales and Operations Planning
Lesson 1 - Sales and Operations Planning

MODULE 2 - AGGREGATE PLANNING AND YIELD MANAGEMENT

Introduction to Aggregate Planning and Yield Management
Lesson 1 - Aggregate Planning - Part 1
Lesson 2 - Aggregate Planning - Part 2
Lesson 3 - Yield Management

MODULE 3 - FORECASTING

Introduction to Forecasting
Lesson 1 - Forecasting
Lesson 2 - Naive Methods and Moving Averages

MODULE 4 - FORECASTING - TIME SERIES MODELS

Introduction to Forecasting - Time Series Models
Lesson 1 - Exponential Smoothing
Lesson 2 - Trend Adjustment
Lesson 3 - Holt's & Winter's Exponential Smoothing

MODULE 5 - FORECASTING - CAUSAL MODELS

Introduction to Forecasting - Causal Models
Lesson 1 - Forecasting: Simple Linear Regression - Part 1
Lesson 2 - Forecasting: Simple Linear Regression - Part 2
Lesson 3 - Forecasting: Simple Linear Regression - Part 3
Lesson 4 - Forecasting: Simple Linear Regression - Part 4
Lesson 5 - Forecasting - Decomposition
Lesson 6 - Forecasting - Multiple Regression - Part 1
Lesson 7 - Forecasting - Multiple Regression - Part 2
Lesson 8 - Forecasting - Multiple Regression - Part 3
Lesson 9 - Forecasting - Multiple Regression - Part 3

MODULE 6 - INVENTORY MANAGEMENT

Introduction to Inventory Management
Lesson 1 - Introduction to Inventory Management
Lesson 2 - Single Period Models



PROGRAM AGENDA

CSCD™
CERTIFIED SUPPLY
CHAIN DEMAND
PLANNING &
FORECASTING
PROFESSIONAL™

MODULE 7 - INVENTORY MANAGEMENT MODELS

Introduction to Inventory Management Models
Lesson 1 - Multi-Period Models
Lesson 2 - Fixed-Order Quantity Model
Lesson 3 - Fixed-Time Period Model

MODULE 8 - MATERIALS REQUIREMENTS PLANNING (MRP)

Introduction to Materials Requirements Planning (MRP)
Lesson 1 - What is MRP
Lesson 2 - MRP Explosion Process and MRP Calculation
Lesson 3 - Performing MRP Calculations
Lesson 4 - MRP Explosion Calculation - Part 1
Lesson 5 - MRP Explosion Calculation - Part 2

MODULE 9 - SERVICE SYSTEMS

Introduction to Service Systems
Lesson 1 - Service System Designs
Lesson 2 - Queuing Theory
Lesson 3 - Queuing System Factors
Lesson 4 - Waiting Line Models

MODULE 10 - PRODUCTION SYSTEMS

Introduction to Production Systems
Lesson 1 - Production Process
Lesson 2 - Production System Design
Lesson 3 - Break-Even Analysis

EXAMINATION

YOUR CHARTER DESIGNATION



Chartered Institute of Professional Certification's programs are unique as they provide you with professional charter designation and mark that can be used across your lifetime once you have completed our programs.

After completing the program and passing the exam, you will be awarded the **Certified Supply Chain Demand Planning & Forecasting Professional (CSCD™)** designation that can be used in your resume, CV and other professional credentials. This designation is a global trademark and industry-recognized with lifelong validity.

Globally demanded and recognized, this designation will help you distinguish your demand management skillset and demonstrate that you have attained expertise in effective demand planning and demand forecasting execution.

ABOUT US

49,525

Business Leaders Have
Attained Their Chartered
Certifications Since 2009

390

Certified and Fully
Accredited Programs

87%

Chartered Leaders Have
Reported Career Promotions
and Enhancements

Chartered Institute of Professional Certifications

All of Chartered Institute of Professional Certifications programs are fully accredited programs. The professional charter and designations are trademarked credentials that can only be used by professionals who have completed and passed our accredited program. It is also independently accredited by CPD as adhering to the highest standards of continuing professional principles.

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OUR FACULTY DIRECTORS

We Collaborate With
Instructors From
Renowned Institutions



HARVARD
UNIVERSITY



Wharton
UNIVERSITY of PENNSYLVANIA



Stanford University



UNIVERSITY OF MICHIGAN



THE LONDON SCHOOL
OF ECONOMICS AND
POLITICAL SCIENCE



**Columbia
Business
School**

**London
Business
School**



CONTACT US TODAY

We Thank You for Your Ongoing Support
of Our Programs

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