

CHARTERED
INSTITUTE OF PROFESSIONAL CERTIFICATIONS

CERTIFIED SUPPLY CHAIN INVENTORY OPTIMIZATION AND DEMAND FORECASTING PROFESSIONAL™

CID™

Fully Accredited
By:

Chartered Institute of
Professional Certifications

CPD
Certification Service



PROGRAM OVERVIEW



Inaccurate demand forecasts contribute to over \$500 billion in global inventory waste annually, with **nearly 30% of supply chain professionals citing poor planning as a top barrier to efficiency**. As product life cycles shorten and customer expectations rise, organizations must shift from reactive inventory practices to predictive, analytics-driven planning. With demand volatility, geopolitical disruptions, and fragmented data systems becoming the new norm, optimizing forecasting accuracy and inventory responsiveness has never been more critical.

This certified program will equip you with the critical expertise and advanced skill sets required for world-class inventory optimization and demand forecasting. Throughout this program, you will explore cutting-edge practices from **demand planning, inventory classification, and replenishment strategies to the use of AI and machine learning in forecast modeling**. You will learn how to integrate **demand signals with supply responses, build agile inventory systems, and design robust forecasting models** that respond to uncertainty with precision. The program also emphasizes practical tools, enabling you **to reduce stockouts, minimize excess, and strike the optimal balance** between working capital and service levels.

In addition, the program delves into specialized techniques such as **dynamic safety stock modeling, multi-echelon inventory optimization, collaborative demand planning, and advanced S&OP frameworks**. You will gain insights into real-world challenges, including managing **lead time variability, mitigating the bullwhip effect, and synchronizing demand with supply constraints**. Ethical and sustainable inventory strategies will also be explored to support ESG objectives and corporate governance standards. By the end of the program, you will be equipped with the expertise to lead inventory and forecasting transformations, drive cross-functional alignment, and deliver measurable value across your supply chain.

Upon successful completion of the program and passing the Chartered exam, you will attain the **Certified Supply Chain Inventory Optimization and Demand Forecasting Professional (CID™) designation**, an internationally recognized credential that will validate your ability to apply sophisticated forecasting models and optimize inventory policies, positioning you as a data-driven leader in global supply chain management.

ACCREDITATIONS



4.8



4.6



KEY SKILLS YOU WILL GAIN

From This Program



**FORECAST MODELING
DATA CLEANING
EXCEL ANALYTICS
TIME SERIES ANALYSIS**

**MOVING AVERAGES
SMOOTHING TECHNIQUES
FORECAST ACCURACY
MAPE CALCULATION**

**MAD & RMSE USAGE
REGRESSION ANALYSIS
R² INTERPRETATION
ANOVA TESTING**

**CAUSAL FORECASTING
ARIMA MODELING
HOLT-WINTERS METHOD
SCENARIO FORECASTING
ERP INTEGRATION**

**EOQ CALCULATION
ROP MODELING**

YOUR FACULTY DIRECTOR



Prof. Alan Win

Faculty Director for Australia and APAC

Prof. Alan Win is a globally respected supply chain and logistics authority with over 45 years of international experience across industry, consulting, and academia. He has **led major supply chain transformation, inventory optimization, and demand forecasting initiatives for more than 150 global blue-chip organizations**, delivering measurable improvements in inventory performance, forecast accuracy, service levels, and cost efficiency. His expertise includes **distribution network design, S&OP and demand planning, advanced inventory modeling, and end-to-end supply chain optimization**, and he is recognized as an early pioneer of 4PL solutions. Prof. Win is Managing Director of Middlebank Consulting Group, **Director at the Logistics Institute of Australia, and a Board of Advice member at the University of Sydney Business School's Institute of Transport & Logistics Studies**. He also serves as Honorary Professor at the University of Sydney and Professor of Practice at the University of Canterbury.

YOUR FACULTY DIRECTOR



Dr. Soroosh Saghiri

Faculty Director for Europe

Dr. Soroosh Saghiri is an Associate Professor of Operations and Supply Chain Management at the University of Southampton Business School, where **he serves as Head of the Operations and Project Management Section and Director of the Supply Chain Excellence Centre**. With over 25 years of experience across academia, research, and industry consultancy, he is **recognized for his expertise in supply chain strategy, demand forecasting, procurement, and operations transformation** across manufacturing, healthcare, retail, e-commerce, and logistics sectors. He previously held senior leadership roles at Cranfield University School of Management, directing executive and MSc programs in supply chain and procurement. Dr. Saghiri is **the author of numerous award-winning and highly cited publications, a Senior Fellow of the Higher Education Academy, and a Chartered Fellow of the Chartered Institute of Logistics and Transport (FCILT)**, and regularly delivers executive education and industry advisory engagements globally.

YOUR FACULTY DIRECTOR



Olivier Courouge

Faculty Director for Africa and Middle East

Olivier Courouge is a seasoned supply chain and industrial operations expert with over 25 years of experience leading transformative initiatives across global organizations. He currently serves as a **Lecturer in Supply Chain Management and Industrial Operations at ECAM LaSalle - ECAM Lyon**, where he mentors future supply chain leaders with a focus on data-driven planning, operational excellence, and integrated logistics strategies.

Olivier's industry experience spans a wide range of sectors, including luxury goods, consumer products, and aviation. During his tenure at Groupe SEB, he spearheaded complex demand planning projects, streamlined forecasting processes, and led the integration of digital planning tools to improve customer service performance across Europe, the Middle East, and Africa.

His earlier leadership roles include serving as **Logistics Director at The Coleman Company and Production Planning Manager at Cartier**, where he was instrumental in optimizing S&OP cycles, reducing inventory imbalances, and aligning production schedules with global demand signals. Olivier's career also includes impactful project management roles at Air France and Safran, where he developed a strong foundation in operational systems design and cross-functional coordination.

OUR PARTICIPANTS

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



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citi



IKEA



VOLVO



HYUNDAI



Pfizer

Life is our life's work



Nestlé



PROGRAM AGENDA



MODULE 1 - FORECASTING FOUNDATIONS & PREDICTIVE PLANNING

- Overview - Forecasting Foundations & Predictive Planning
- Lesson 1 - Advancements in SCM through Predictive Analytics
- Lesson 2 - Benefits of Introducing Predictive Analytics Solutions in Supply Chain Management
- Lesson 3 - Conflicting Objectives

MODULE 2 - DATA PREPARATION FOR PLANNING ACCURACY

- Overview - Data Preparation for Planning Accuracy
- Lesson 1 - Data Collection and Cleaning
- Lesson 2 - Excel Functions - Let's Practice
- Lesson 3 - Excel Functions - Let's Practice (contd.)

MODULE 3 - TIME SERIES FORECASTING & ACCURACY METRICS

- Overview - Time Series Forecasting & Accuracy Metrics
- Lesson 1 - Forecasting
- Lesson 2 - Weighted Moving Average: Example

- Lesson 3 - What about trend adjustments?
- Lesson 4 - Holt's Exponential Smoothing
- Lesson 5 - Winter's Exponential Smoothing
- Lesson 6 - Forecast Error

MODULE 4 - ADVANCED FORECASTING MODELS & ERP INTEGRATION

- Overview - Advanced Forecasting Models & ERP Integration
- Lesson 1 - Introduction to Time Series Forecasting
- Lesson 2 - What is ARIMA? - Let's Practice
- Lesson 3 - Understanding Seasonality
- Lesson 4 - Bridging Forecasting Models and ERP Systems

MODULE 5 - REGRESSION & CAUSAL FORECASTING

- Overview - Regression & Causal Forecasting
- Lesson 1 - Forecasting: Simple Linear Regression
- Lesson 2 - Least Squares Method – Formulas (Example)
- Lesson 3 - Correlation
- Lesson 4 - Example: Compute p and R2
- Lesson 5 - Decomposition (Revisited)
- Lesson 6 - Multiple Regression
- Lesson 7 - Least Squares Estimation of the Parameters - Example (contd.)



PROGRAM AGENDA

- Lesson 8 - ANOVA Tables - Example
- Lesson 9 - Forecast Error - Example

MODULE 6 - INVENTORY OPTIMIZATION: EOQ, ROP, AND SERVICE LEVELS

- Overview - Inventory Optimization: EOQ, ROP, and Service Levels
- Lesson 1 - Introduction of Inventory
- Lesson 2 - Single Period Model
- Lesson 3 - Multi-Period Models
- Lesson 4 - Safety Stock Levels
- Lesson 5 - ABC Classification

MODULE 7 - INVENTORY POLICY SIMULATION & UNCERTAINTY MANAGEMENT

- Overview - Inventory Policy Simulation & Uncertainty Management
- Lesson 1 - Backordering VS Lost Sales
- Lesson 2 - Simulation

MODULE 8 - CUSTOMER SEGMENTATION IN EXCEL

- Overview - Customer Segmentation in Excel
- Lesson 1 - Introduction of Customer Segmentation

- Lesson 2 - Customer Segmentation Exercise
- Lesson 3 - Market Basket Analysis

MODULE 9 - BUILDING RESILIENCE IN SUPPLY CHAINS

- Overview - Building Resilience in Supply Chains
- Lesson 1 - Introduction to Supply Chain Resilience
- Lesson 2 - Supply Chain Resilience In A Globalized Economy

MODULE 10 - STRATEGIC DECISION-MAKING WITH PREDICTIVE ANALYTICS

- Overview - Strategic Decision-Making with Predictive Analytics
- Lesson 1 - Data Driven Decision-Making Analytics
- Lesson 2 - Exercise
- Lesson 3 - Analyzing Data For Effective Decision Making
- Lesson 4 - Tools and Technologies for Analytics in Strategy

YOUR CHARTER DESIGNATION



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

Upon completion of the program and successfully passing the Chartered exam, you will be awarded the prestigious **Certified Supply Chain Inventory Optimization and Demand Forecasting Professional (CID™)** designation, which can be showcased in your resume, CV, and other professional credentials. Developed by the **Chartered Institute of Professional Certifications**, a leading authority in professional certifications, this industry-recognized, trademarked charter validates your expertise in modern supply chain planning, demand forecasting, and inventory optimization. It demonstrates your ability to design predictive models, implement strategic controls, and integrate ERP-driven planning - showcasing your proficiency in aligning operations with business goals and driving resilient, data-informed supply chain performance.

The program's content has been independently accredited and certified by the **Continuing Professional Development (CPD) organization**, guaranteeing adherence to rigorous standards of professional development.

ABOUT US

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390

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87%

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We Thank You for Your Ongoing Support
of Our Programs

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