



PURCHASING, LOGISTICS AND SUPPLY CHAIN

Agile and Demand Driven Supply Chain Management

3 day course

Classroom, online or in-house

Course overview

Forecast driven planning assumes the forecast is roughly right, which it is not, so the response is usually a bigger forecast effort and more inventory in the wrong places. This course covers the alternative. Delegates work through demand variability and why forecast accuracy has a ceiling, decoupling points and positioning stock where variability is absorbed rather than transmitted, and buffer sizing at those points. Pull replenishment and the signals that drive it follow. Lead time compression is covered, since a shorter lead time is worth more than a better forecast. Postponement and late configuration are addressed. Supplier collaboration and shared demand signals are covered. The course closes on measuring flow rather than utilisation, and on the transition from a forecast driven operation without losing service during the change.

What you will learn

- Explain why forecast accuracy has a ceiling
- Position decoupling points where variability is absorbed
- Size buffers at decoupling points
- Operate pull replenishment from real demand signals
- Compress lead time as an alternative to forecasting better
- Apply postponement and late configuration
- Measure flow rather than utilisation, and transition without losing service

Who should attend

- Demand and supply planners
- Supply chain planning managers
- S&OP and integrated business planning leads
- Inventory and materials planning managers
- Operations managers in fast moving or seasonal industries

Course outline

- 01 A bigger forecast effort does not help
- 02 Demand variability and forecast ceilings
- 03 Decoupling points
- 04 Buffer sizing
- 05 Pull replenishment and signals
- 06 Lead time compression
- 07 Postponement and late configuration
- 08 Flow measurement and transitioning

Upcoming dates

Dates	Venue	Format	Fee per delegate
9 to 11 November 2026	Casablanca, Morocco	Classroom	USD 995
25 to 27 January 2027	Maputo, Mozambique	Classroom	USD 995
3 to 5 March 2027	Online	Online	R6,500



Fees and how to register

This 3 day course is **R6,500** per delegate online, **R14,950** in the classroom in South Africa, Botswana, Namibia, Lesotho and Eswatini, and **USD 995** in the classroom elsewhere in Africa. In-house training is quotation on request. Book 2 or more delegates on this course and save 10%.

To register or request an in-house proposal, visit www.afrisciencegroup.com, email info@afriscience.co.za, or WhatsApp us on **+27 63 479 1136**.

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