



PROCUREMENT AND MATERIALS MANAGEMENT

Demand Planning and Forecasting for Procurement

3 day course

Classroom, online or in-house

Course overview

Procurement is blamed for stockouts and for excess stock, both of which usually originate in a demand signal nobody owned. This course puts that signal under control. Delegates work through demand patterns and their classification, forecasting methods from moving averages and exponential smoothing through to seasonality and trend, and forecast error measurement that shows whether a method is actually working. Collaborative input from operations, projects and maintenance is covered, since much industrial demand is knowable rather than statistical. Safety stock and service level are calculated. Consumption analysis and slow moving stock follow. The course closes on the planning cycle and on managing a forecast nobody will commit to.

What you will learn

- Classify demand patterns and choose an appropriate method
- Apply moving average, exponential smoothing, trend and seasonality
- Measure forecast error and judge whether a method works
- Gather knowable demand from operations, projects and maintenance
- Calculate safety stock against a defined service level
- Analyse consumption and act on slow moving stock
- Run a planning cycle when nobody will commit to a forecast

Who should attend

- Demand and supply planners
- Procurement and inventory staff
- Stores and warehouse controllers
- Maintenance planners requesting spares
- Supply chain analysts

Course outline

- 01 Stockouts and excess from the same cause
- 02 Demand patterns and classification
- 03 Moving averages and exponential smoothing
- 04 Trend and seasonality
- 05 Forecast error measurement
- 06 Collaborative and knowable demand
- 07 Safety stock and service level
- 08 Consumption analysis, slow movers and the planning cycle

Upcoming dates

Dates	Venue	Format	Fee per delegate
14 to 16 October 2026	Gaborone, Botswana	Classroom	R14,950
28 to 30 October 2026	Durban, South Africa	Classroom	R14,950
11 to 13 November 2026	Online	Online	R6,500
4 to 6 January 2027	Nairobi, Kenya	Classroom	USD 995



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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