



Demand Planning & Forecasting

Supply Chain, Procurement & Logistics

QGT-SCM-109 | Foundation | 5 or 10 days | Online, classroom, in-house

Course overview

Demand Planning & Forecasting is an introduction that builds a solid working knowledge in Demand Planning & Forecasting. It covers the principles, the requirements of CIPS and ASCM frameworks, Incoterms 2020 and ISO 28000, and the practical methods used on site, with case studies from operations in the Gulf, Africa and worldwide. Available online, in the classroom in 60 cities, or in-house.

What participants will be able to do

- Explain the principles, terminology and scope of Demand Planning & Forecasting
- Apply the relevant requirements of CIPS and ASCM frameworks, Incoterms 2020 and ISO 28000
- Use practical tools, checklists and calculations with confidence
- Recognise common problems, risks and root causes and choose the right corrective action
- Prepare an improvement plan for their own site or organisation

Who should attend

Designed for procurement, supply chain, warehouse and logistics professionals, new joiners and anyone who needs a solid grounding in the subject.

Course outline (5 days)

Day 1: Principles and terminology

Scope, key definitions and how Demand Planning & Forecasting fits into daily operations

Day 2: Codes, standards and requirements

What CIPS and ASCM frameworks, Incoterms 2020 and ISO 28000 require, and how to read them

Day 3: Methods, tools and calculations

Step-by-step methods, checklists and worked examples

Day 4: Operation, inspection and common problems

Typical failures, warning signs and what to do about them

Day 5: Case studies, workshop and assessment

Group exercise on real cases and a final knowledge check

What the 10-day edition adds

Day 6: Applied project, part 1 – Apply the week-one methods to a case from your organisation

Day 7: Data and digital tools – Software, spreadsheets and digital tools used in practice

Day 8: Lessons from incidents and audits – What investigations and audit findings teach

Day 9: Applied project, part 2 – Complete, test and refine your solution

Day 10: Presentations and final assessment – Present to the group and complete the final assessment

Fees (USD per participant)

Duration	Live online	Classroom	In-house
5 days	\$3,000	\$5,500	On quote
10 days	\$5,500	\$9,900	On quote

Fees include course material and certificate of completion; classroom fees include refreshments and lunch. In-house training is priced per group.

Dates and cities 2027–2030

Dates	City	Format	Duration	Fee
12–16 Apr 2027	Geneva	Classroom	5 days	\$5,500
5–16 Jul 2027	Beirut	Classroom	10 days	\$9,900
12–16 Jul 2027	Tbilisi	Classroom	5 days	\$5,500
13–24 Sep 2027	Paris	Classroom	10 days	\$9,900
1–5 Nov 2027	Online (live)	Online (live)	5 days	\$3,000
10–14 Jan 2028	Lagos	Classroom	5 days	\$5,500
26 Jun – 7 Jul 2028	Kigali	Classroom	10 days	\$9,900
4–8 Sep 2028	Baku	Classroom	5 days	\$5,500
24 Sep – 5 Oct 2028	Jeddah	Classroom	10 days	\$9,900
20–24 Nov 2028	Online (live)	Online (live)	5 days	\$3,000
8–12 Jan 2029	Baku	Classroom	5 days	\$5,500
15–26 Jan 2029	Munich	Classroom	10 days	\$9,900
25–29 Mar 2029	Doha	Classroom	5 days	\$5,500
23 Jul – 3 Aug 2029	Dubai	Classroom	10 days	\$9,900
13–17 Aug 2029	Online (live)	Online (live)	5 days	\$3,000
15–19 Apr 2030	Kigali	Classroom	5 days	\$5,500
14–25 Jul 2030	Salalah	Classroom	10 days	\$9,900
29 Jul – 2 Aug 2030	Nairobi	Classroom	5 days	\$5,500
12–23 Aug 2030	Zurich	Classroom	10 days	\$9,900
4–8 Nov 2030	Online (live)	Online (live)	5 days	\$3,000

How to register

Register online or scan the code

<https://qimmatrainig.com/courses/demand-planning-and-forecasting/>

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