



21<sup>ST</sup> & 22<sup>ND</sup> FEBRUARY



PSTD



Pakistan Society for  
Training & Development

# DEMAND PLANNING & SnOP

WITH NOMAN LUTFI

## INTRODUCTION

This strategic training will open the key areas of Demand Planning and SnOP and its impact on the business performance. Also highlight the significance of SnOP as backbone process as well as its impact on the business performance. This will certainly enhance your knowledge on the key strategic aspects of supply Chain directly related to the business performance and how this cross functional business process drive through a collaborative approach. Course is mainly based on practical knowledge how to drive the process, How Supply Chain is leading the process by taking marketing, Sales and Finance along a unique way to drive a business process by Supply Chain.

## LEARNING OUTCOMES

- ✓ You will be able to understand the SnOP and DP clearly.
- ✓ Outcomes drive from these processes.
- ✓ How business KPI's and processes link with DP and SnOP.
- ✓ Role of DP and SnOP leader to drive collaborative process.
- ✓ SnOP structure, schedule of meetings and outcomes of each meeting and participation.



25,500 + GST



CLASSROOM



09:00 AM  
TO 05:00 PM



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# Who Should Attend

Supply Chain students who want to understand that how Supply Chain is delivering business results through DP & SnOP, Supply Chain, Finance and Sales Professional who want to aspire SC as their career choice, should attend the course to see how WHAT and HOW of this area connect together and deliver results which benefit business significantly. C-Suite professionals who are sitting in boards and MC's and part of long term and mid-term planning decisions should attend to see how the discipline of SnOP and DP will help in business planning.

## TRAINING METHODOLOGY

Slide Presentations, discussions (on Business results associated with SnOP and DP, what is expected from a Supply Chain, SnOP and DP lead to behave in business environment), exercises to bring clarity on the process.



### TRAINER PROFILE

**Noman Lutfi** is an E2E Supply Chain Consultant, Trainer and Mentor, Chartered Member of CILT (UK), Board Director of GSI Pakistan, Vice President SCAP & Regional Advisory Board Member (EMEA-Region) of ISCEA Pakistan. Mr. Noman also served as Manufacturing/Supply Chain Director, Management Committee member (MC) in Unilever Pakistan & Unilever Sri Lanka (as International Assignee) for 6 years. He served as Board of Director for 4 years in capacity of Executive / Non-executive Board member of Unilever Pakistan Foods Limited. He also served for three years as Group GM Integrated SC and MC / Executive Leadership Team (ELT) in EBM.

