

CHARTERED 
INSTITUTE OF PROFESSIONAL CERTIFICATIONS

CERTIFIED SUPPLY CHAIN DEMAND PLANNING AND FORECASTING PROFESSIONAL™

CSCD™

**Fully Accredited
By:**

Chartered Institute of
Professional Certifications

CPD
Certification Service



PROGRAM OVERVIEW



According to Gartner, 76% of supply chain professionals identify rapid shifts in customer demand as the most significant challenge in demand forecasting. Over the past decade, the average product lifecycle has shortened by 40%, further complicating efforts to predict demand accurately. Compounding these challenges are ongoing geopolitical tensions, persistent port congestion, and rising inflation—all of which continue to disrupt supply continuity and hinder effective planning.

This certified program is designed to provide you with a powerful learning experience, equipping you with the essential knowledge and practical skills to become an expert in demand planning and forecasting. Throughout the program, you will **gain a deep understanding of proven forecasting techniques** such as exponential smoothing (ETS) and ARIMA models, while also mastering how to gather and analyze data from all key stakeholders across the supply chain. You will develop the capability to **implement robust planning processes, build meaningful KPIs, and design strategic forecasting systems** that align demand with operational capacity and customer expectations.

In addition, the program will explore advanced methods such as **regression analysis, forecast bias management, and turning Sales & Operations Planning (S&OP) data** into actionable insights. You will learn how to optimize supply chain efficiency by **streamlining processes, leveraging causal factors, and applying scenario-based forecasting** under uncertainty. The curriculum also integrates ethical and strategic considerations in demand shaping, and teaches you how to enhance service levels, reduce waste, and drive alignment across supply, operations, and finance teams.

ACCREDITATIONS



4.8



4.6



PROGRAM OVERVIEW



By the end of the program and upon passing the Chartered exam, you will have earned the **Certified Supply Chain Demand Planning & Forecasting Professional (CSCD™)** designation will help equip participants with the knowledge and skills in the field of demand planning, forecasting and modelling in supply chain. The CSCD™ program is a highly regarded certification in the field of supply chain. By earning the CSCD™ certification, participants will demonstrate their expertise and commitment to their careers, making them more competitive in the job market and opening up new career opportunities.

Globally demanded and recognized, this designation is also industry-recognized trademarked charter developed by the **Chartered Institute of Professional Certifications** and has lifelong validity. The content of the program has also been independently accredited and certified by CPD as conforming to continuing professional development.

ACCREDITATIONS



4.8



4.6



KEY SKILLS YOU WILL GAIN

From This Program



**DEMAND PLANNING
DEMAND FORECASTING
DEMAND MODELING
INVENTORY MANAGEMENT**

**SALES AND OPERATIONS PLANNING
DATA AND TREND ANALYSIS
ADVANCED STATISTICAL MODELING
DISTRIBUTION AND LOGISTICS**

**INVENTORY OPTIMIZATION
DISTRIBUTION REPLENISHMENT
PLANNING AND SCHEDULING
REGRESSION ANALYSIS**

**EXPONENTIAL SMOOTHING
QUANTITATIVE FORECASTING
LINEAR REGRESSION
FORECAST ERROR
MATERIALS REQUIREMENT PLANNING (MRP)**

**MASTER PRODUCTION SCHEDULING (MPS)
QUEUING THEORY**

YOUR FACULTY DIRECTOR



Olivier Courouge

Leading Authority in End-to-End Supply Chain Management and Forecasting Excellence

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



PROGRAM AGENDA



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CHAIN DEMAND
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FORECASTING
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MODULE 1 - INTRODUCTION TO DEMAND FORECASTING

- Definition of “Demand”
- Why Do We Need to Forecast Demand?
- Overviews of Quantitative and Qualitative Methods
- Causal vs Extrapolation Methods
- Key Metrics and KPIs

MODULE 2 - TIME- SERIES ANALYSIS

- Definition of Time Series
- Moving Averages and Exponential Smoothing
- Seasonal Decomposition

MODULE 3 - ANALYSIS OF TIME SERIES – CASE STUDY

- Analyze Actual Data from a Real-Life Example

MODULE 4 - REGRESSION MODELS FOR FORECASTING

- Simple and Multiple Linear Regression
- Model Selection and Validation
- Implementation to Demand Forecasting

MODULE 5 - AI-DRIVEN PREDICTIVE ANALYTICS

- Machine Learning in Forecasting
- Most Common Algorithms used (Decision Trees, Neural Network)

MODULE 6 - DEMAND FORECASTING – CASE STUDY

- Build Full Demand Forecasts from Historical Data Based on Real-Life Examples

MODULE 7 - INVENTORY MANAGEMENT STRATEGIES

- Inventory Types
- Main Stock Replenishment Methods
- Lot Size & Economic Order Quantity (EOQ)
- Safety Stock Calculations
- Inventory KPI Calculation and Optimization (e.g. Turnover)

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MODULE 8 - INVENTORY MANAGEMENT – CASE STUDY

- Implementation of Inventory Management Techniques

MODULE 9 - S&OP FRAMEWORK

- MRP vs MRPII vs ERP
- Components of S&OP
- Aligning Demand Planning with Business Functions
- Moving from S&OP to MPS + MRP
- Introduction to DDMRP

MODULE 10 - S&OP IMPLEMENTATION – CASE STUDY

- Implementation of the Full MRPII Framework (from S&OP to MRP)

MODULE 11 - IT SYSTEMS IN DEMAND PLANNING

- Overview of IT Tools Used in the Industry
- ERP System
- APS Systems
- AI-Based Forecasting Solutions

MODULE 12 - ERP & APS - CASE STUDY

- Present Actual Implementation of APS
- Present Actual Implementation of ERP
- Complete Full MRPII Cycle in ERP System

EXAMINATION

YOUR CHARTER DESIGNATION



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

After completing the program and passing the exam, you will be awarded the **Certified Supply Chain Demand Planning & Forecasting Professional (CSCD™)** designation that can be used in your resume, CV and other professional credentials. This designation is a global trademark and industry-recognized with lifelong validity.

Globally demanded and recognized, this designation will help you distinguish your demand management skillset and demonstrate that you have attained expertise in effective demand planning and demand forecasting execution.

ABOUT US

49,525

Business Leaders Have
Attained Their Chartered
Certifications Since 2009

390

Certified and Fully
Accredited Programs

87%

Chartered Leaders Have
Reported Career Promotions
and Enhancements

Chartered Institute of Professional Certifications

All of Chartered Institute of Professional Certifications programs are fully accredited programs. The professional charter and designations are trademarked credentials that can only be used by professionals who have completed and passed our accredited program. It is also independently accredited by CPD as adhering to the highest standards of continuing professional principles.

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OUR FACULTY DIRECTORS

We Collaborate With
Instructors From
Renowned Institutions



HARVARD
UNIVERSITY



Wharton
UNIVERSITY of PENNSYLVANIA



Stanford University



UNIVERSITY OF MICHIGAN



THE LONDON SCHOOL
OF ECONOMICS AND
POLITICAL SCIENCE



**Columbia
Business
School**

**London
Business
School**



CONTACT US TODAY

We Thank You for Your Ongoing Support
of Our Programs

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