

OPERATIONS & SUPPLY CHAIN | COURSE BROCHURE

Integrated Business Planning for Manufacturers

5 days | Classroom training | English

SMART HORIZON

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Course content

Why attend

Integrated business planning connects demand, supply, product and financial plans into one monthly management process. This course explains how manufacturers run IBP: process steps, demand and supply reviews, scenario planning, financial reconciliation, the executive meeting and the data and tools that support it.

Disconnected plans between sales, operations and finance cause shortages, excess and missed targets. You will learn to run one integrated plan.

Professional Problems This Course Is Designed to Solve

- Difficulty translating subject knowledge into practical workplace decisions.
- Inconsistent approaches to the activities covered in the course outline.
- Lack of a structured plan for applying and reviewing new skills.

Course methodology

Process simulation, scenario exercises, case studies and maturity assessment.

Course objectives

By the end of this course, participants will be able to:
- Explain the integrated business planning process
- Run demand and supply review meetings
- Reconcile plans with financial targets
- Use scenarios to support decisions
- Design the executive review meeting
- Assess and improve IBP maturity

Target audience

This course is suitable for:
- Supply chain directors
- Planning managers
- Finance business partners
- Sales and marketing managers
- Operations managers



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Target competencies

Participants will develop competencies in:

- Process design
- Scenario planning
- Cross-functional facilitation
- Financial integration
- Executive decision support

Course outline

Day 1: IBP Foundations

09:00–10:08	From S&OP to IBP
10:08–11:00	Process overview
11:00–11:30	**Coffee break**
11:30–11:45	Process overview (continued)
11:45–12:53	Benefits
12:53–14:00	Exercise

Day 2: Demand and Product Review

09:00–10:08	Demand planning
10:08–11:00	Portfolio decisions
11:00–11:30	**Coffee break**
11:30–11:45	Portfolio decisions (continued)
11:45–12:53	Assumptions
12:53–14:00	Simulation

Day 3: Supply Review

09:00–10:08	Capacity and constraints
10:08–11:00	Supply scenarios
11:00–11:30	**Coffee break**



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11:30–11:45	Supply scenarios (continued)
11:45–12:53	Inventory plans
12:53–14:00	Workshop

Day 4: Financial Integration

09:00–10:08	Plan reconciliation
10:08–11:00	Gap closing
11:00–11:30	**Coffee break**
11:30–11:45	Gap closing (continued)
11:45–12:53	Scenario evaluation
12:53–14:00	Exercise

Day 5: Executive Review

09:00–10:08	Decision making
10:08–11:00	Governance
11:00–11:30	**Coffee break**
11:30–11:45	Governance (continued)
11:45–12:53	Maturity roadmap
12:53–14:00	Action plan

The timings provided are estimates and may vary depending on the number of participants and the discussions taking place during the sessions. They are indicative only and do not constitute a binding commitment.



Course content

Dates, venues and fees

Current published course plans. Fees are per participant in EUR, excluding unconfirmed taxes.

Venue	Start date	End date	Fee (EUR)
Istanbul Confirmed dates	16 Nov 2026	20 Nov 2026	**€2,650.-**
Online Confirmed dates	16 Nov 2026	20 Nov 2026	**€1,250.-**
Barcelona Confirmed dates	7 Dec 2026	11 Dec 2026	**€2,840.-**
Online Confirmed dates	7 Dec 2026	11 Dec 2026	**€1,250.-**
Vienna Confirmed dates	11 Jan 2027	15 Jan 2027	**€2,940.-**
Online Confirmed dates	11 Jan 2027	15 Jan 2027	**€1,250.-**
Dubai Confirmed dates	25 Jan 2027	29 Jan 2027	**€3,150.-**
Online Confirmed dates	25 Jan 2027	29 Jan 2027	**€1,250.-**
Rome Confirmed dates	15 Feb 2027	19 Feb 2027	**€2,450.-**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Online Confirmed dates	15 Feb 2027	19 Feb 2027	**€1,250.–**
Cape Town Confirmed dates	8 Mar 2027	12 Mar 2027	**€1,890.–**
Online Confirmed dates	8 Mar 2027	12 Mar 2027	**€1,250.–**
London Confirmed dates	29 Mar 2027	2 Apr 2027	**€2,450.–**
Online Confirmed dates	29 Mar 2027	2 Apr 2027	**€1,250.–**
Dubai Confirmed dates	19 Apr 2027	23 Apr 2027	**€3,150.–**
Online Confirmed dates	19 Apr 2027	23 Apr 2027	**€1,250.–**
Kuala Lumpur Confirmed dates	3 May 2027	7 May 2027	**€1,450.–**
Online Confirmed dates	3 May 2027	7 May 2027	**€1,250.–**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Paris Confirmed dates	24 May 2027	28 May 2027	**€2,860.-**
Online Confirmed dates	24 May 2027	28 May 2027	**€1,250.-**
Rome Confirmed dates	14 Jun 2027	18 Jun 2027	**€2,450.-**
Online Confirmed dates	14 Jun 2027	18 Jun 2027	**€1,250.-**
Cape Town Confirmed dates	5 Jul 2027	9 Jul 2027	**€1,890.-**
Online Confirmed dates	5 Jul 2027	9 Jul 2027	**€1,250.-**
Barcelona Confirmed dates	26 Jul 2027	30 Jul 2027	**€2,840.-**
Online Confirmed dates	26 Jul 2027	30 Jul 2027	**€1,250.-**
Vienna Confirmed dates	9 Aug 2027	13 Aug 2027	**€2,940.-**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Online Confirmed dates	9 Aug 2027	13 Aug 2027	**€1,250.-**
Cape Town Confirmed dates	30 Aug 2027	3 Sept 2027	**€1,890.-**
Online Confirmed dates	30 Aug 2027	3 Sept 2027	**€1,250.-**
Dubai Confirmed dates	20 Sept 2027	24 Sept 2027	**€3,150.-**
Online Confirmed dates	20 Sept 2027	24 Sept 2027	**€1,250.-**
Frankfurt Confirmed dates	11 Oct 2027	15 Oct 2027	**€2,650.-**
Online Confirmed dates	11 Oct 2027	15 Oct 2027	**€1,250.-**
Amsterdam Confirmed dates	1 Nov 2027	5 Nov 2027	**€2,540.-**
Online Confirmed dates	1 Nov 2027	5 Nov 2027	**€1,250.-**



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Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Rome Confirmed dates	15 Nov 2027	19 Nov 2027	**€2,450.-**
Online Confirmed dates	15 Nov 2027	19 Nov 2027	**€1,250.-**
London Confirmed dates	6 Dec 2027	10 Dec 2027	**€2,450.-**
Online Confirmed dates	6 Dec 2027	10 Dec 2027	**€1,250.-**

Plan your next step

Dates, availability, exact venue, taxes, inclusions and payment terms require written confirmation. This brochure is not a quotation, registration, booking confirmation or visa invitation. Participants receive a Smart Horizon certificate of attendance; programmes are not externally accredited and do not award a professional qualification or designation. Confirm arrangements before booking travel.

For group or in-house training, contact our learning team to discuss your objectives and delivery arrangements.

Contact Smart Horizon

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