

OPERATIONS & SUPPLY CHAIN | COURSE BROCHURE

Statistical Forecasting for Supply Chain Planners

5 days | Classroom training | English

SMART HORIZON

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Course content

Why attend

Forecast accuracy drives inventory, service levels and production efficiency. This course teaches supply chain planners practical statistical forecasting: analysing demand history, moving averages and exponential smoothing, trend and seasonality, intermittent demand, measuring forecast error and combining statistics with market intelligence.

Better forecasts reduce both stock-outs and excess inventory. You will learn methods you can apply immediately in spreadsheets or planning systems.

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

Spreadsheet forecasting exercises with real demand patterns, error analysis, case studies and planning workshops.

Course objectives

By the end of this course, participants will be able to:
• Analyse demand patterns and data quality
• Apply moving average and exponential smoothing methods
• Model trend and seasonality
• Forecast intermittent and lumpy demand
• Measure and monitor forecast accuracy and bias
• Combine statistical forecasts with judgement

Target audience

This course is suitable for:
• Demand and supply planners
• Inventory planners
• Supply chain analysts
• Sales and operations planning staff
• Production planners



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Target competencies

Participants will develop competencies in:

- Statistical forecasting
- Data analysis
- Error measurement
- Seasonality modelling
- Consensus forecasting

Course outline

Day 1: Forecasting Foundations

09:00–10:08	Role of forecasting
10:08–11:00	Demand patterns
11:00–11:30	**Coffee break**
11:30–11:45	Demand patterns (continued)
11:45–12:53	Data cleansing
12:53–14:00	Exercise

Day 2: Basic Methods

09:00–10:08	Naive and moving averages
10:08–11:00	Exponential smoothing
11:00–11:30	**Coffee break**
11:30–11:45	Exponential smoothing (continued)
11:45–12:53	Choosing parameters
12:53–14:00	Spreadsheet practice

Day 3: Trend and Seasonality

09:00–10:08	Holt and Holt-Winters
10:08–11:00	Seasonal indices
11:00–11:30	**Coffee break**



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11:30–11:45	Seasonal indices (continued)
11:45–12:53	Promotions and events
12:53–14:00	Exercise

Day 4: Accuracy

09:00–10:08	MAPE, MAD and bias
10:08–11:00	Tracking signals
11:00–11:30	**Coffee break**
11:30–11:45	Tracking signals (continued)
11:45–12:53	Forecast value added
12:53–14:00	Workshop

Day 5: Judgement and Process

09:00–10:08	Market intelligence
10:08–11:00	Consensus forecasting
11:00–11:30	**Coffee break**
11:30–11:45	Consensus forecasting (continued)
11:45–12:53	Planning process
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)
Rome Confirmed dates	9 Nov 2026	13 Nov 2026	**€2,450.-**
Online Confirmed dates	9 Nov 2026	13 Nov 2026	**€1,250.-**
Cape Town Confirmed dates	30 Nov 2026	4 Dec 2026	**€1,890.-**
Online Confirmed dates	30 Nov 2026	4 Dec 2026	**€1,250.-**
Rome Confirmed dates	4 Jan 2027	8 Jan 2027	**€2,450.-**
Online Confirmed dates	4 Jan 2027	8 Jan 2027	**€1,250.-**
Barcelona Confirmed dates	25 Jan 2027	29 Jan 2027	**€2,840.-**
Online Confirmed dates	25 Jan 2027	29 Jan 2027	**€1,250.-**
Amsterdam Confirmed dates	15 Feb 2027	19 Feb 2027	**€2,540.-**



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.-**
London Confirmed dates	1 Mar 2027	5 Mar 2027	**€2,450.-**
Online Confirmed dates	1 Mar 2027	5 Mar 2027	**€1,250.-**
Barcelona Confirmed dates	22 Mar 2027	26 Mar 2027	**€2,840.-**
Online Confirmed dates	22 Mar 2027	26 Mar 2027	**€1,250.-**
Vienna Confirmed dates	12 Apr 2027	16 Apr 2027	**€2,940.-**
Online Confirmed dates	12 Apr 2027	16 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)
Cape Town Confirmed dates	24 May 2027	28 May 2027	**€1,890.–**
Online Confirmed dates	24 May 2027	28 May 2027	**€1,250.–**
Dubai Confirmed dates	7 Jun 2027	11 Jun 2027	**€3,150.–**
Online Confirmed dates	7 Jun 2027	11 Jun 2027	**€1,250.–**
Paris Confirmed dates	28 Jun 2027	2 Jul 2027	**€2,860.–**
Online Confirmed dates	28 Jun 2027	2 Jul 2027	**€1,250.–**
Istanbul Confirmed dates	19 Jul 2027	23 Jul 2027	**€2,650.–**
Online Confirmed dates	19 Jul 2027	23 Jul 2027	**€1,250.–**
Frankfurt Confirmed dates	9 Aug 2027	13 Aug 2027	**€2,650.–**



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.-**
Rome Confirmed dates	30 Aug 2027	3 Sept 2027	**€2,450.-**
Online Confirmed dates	30 Aug 2027	3 Sept 2027	**€1,250.-**
Cape Town Confirmed dates	13 Sept 2027	17 Sept 2027	**€1,890.-**
Online Confirmed dates	13 Sept 2027	17 Sept 2027	**€1,250.-**
Vienna Confirmed dates	4 Oct 2027	8 Oct 2027	**€2,940.-**
Online Confirmed dates	4 Oct 2027	8 Oct 2027	**€1,250.-**
Dubai Confirmed dates	25 Oct 2027	29 Oct 2027	**€3,150.-**
Online Confirmed dates	25 Oct 2027	29 Oct 2027	**€1,250.-**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
London Confirmed dates	15 Nov 2027	19 Nov 2027	**€2,450.-**
Online Confirmed dates	15 Nov 2027	19 Nov 2027	**€1,250.-**
Dubai Confirmed dates	6 Dec 2027	10 Dec 2027	**€3,150.-**
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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View the latest course details online