



Executive Education and Organisational Development

Open Programs

Two Day Workshop

Breakthrough Sales & Operations Planning

This interactive workshop will provide you with practical tools and insights to improve your company Sales & Operations Planning (S&OP) process through strong senior management leadership, effective performance measures, and robust processes to guide improved company profitability.

As a critical business process to link the corporate strategy to daily operations plans and balance demand and supply, S&OP is undoubtedly now a big deal for companies.

While easy to understand, it can be very difficult to implement as S&OP is a complex social system where human behaviour is a central driver. Managers from different areas with different objectives have to work towards a common goal and must be willing and able to break down functional silos. Numerous conscious and subconscious factors make implementing Executive Sales & Operations Planning difficult, but without strong Executive leadership in the process the obtainable benefits will be substantially reduced.

Accordingly, the usefulness of S&OP tools, methods and frameworks that ignore the realities of human behaviour are limited.

This workshop focuses on the Executive leadership and behavioural aspects of the Sales & Operations Planning process to make it all happen. If you want to develop or improve your Sales & Operations Planning process and are looking for insights and tools to move forward, this workshop is just what you need.

The programme is relevant for Senior Managers and Executives, as well as all key members of your company S&OP process.

Breakthrough Sales & Operations Planning



PARTICIPANTS WILL LEARN TO:

- Understand what hinders and what drives collaboration in the S&OP process
- Align performance measures and feedback in the S&OP process to support the business strategy
- Devise an improvement plan for S&OP team decision making
- Link effective S&OP to improved customer service and company profitability
- Understand the role that S&OP plays in product lifecycle management and new product introductions.

PRESENTER

Phil Heenan

For more than 20 years Phil Heenan has been making companies more successful by helping them to implement best practice Sales & Operations Planning. Working throughout the world with an enviable list of companies Phil is universally considered at the top of his field. Phil is a co-author of books, international conference speaker, and a leading workshop presenter.

INFORMATION

Sydney: 14 – 15 March, 2012 (9am – 5pm Daily)
Aerial UTS Function Centre, Ultimo, Sydney

Melbourne: 25 - 26 July, 2012 (9am - 5pm Daily)
The Swanston Hotel, Melbourne

Fees: AUD \$2,290 per person excl. GST

Contact **Matthew Gardner** for more info or to register.

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REGISTRATION FORM

Name _____

Company Name _____ Email _____

Address _____

City _____ Postcode _____

Phone No. _____ Mobile _____

I WANT TO REGISTER FOR:

No. of participants _____

Sydney, 14-15 March, 2012 Melbourne, 25-26 July, 2012 _____

Electronic Funds Transfer – Please email remittance advice to info@iiasiapacific.com

A/C Name: Involvation Interactive Asia Pacific | **A/C Number:** 413103 | **BSB:** 033 149

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