

### Training

#### S&OP : Introduction, Challenges and Implementation

#### Objectives

##### For the learner :

- > Understand the fundamentals of S&OP and its role in managing flows and strategic performance (Clarify what S&OP is, why it is essential, and how it creates value for the company)
- > To take ownership of the fundamental principles and objectives of the S&OP process (How S&OP works)
- > Understand how to implement S&OP to achieve expected outcomes (How to structure and apply S&OP to generate concrete results)

##### For the Company :

- > Align strategy and execution: have an S&OP process that translates strategic directions into coherent operational plans.
- > Improve collective performance: establish a common language and governance that promotes collaboration between different functions (sales, supply chain, finance, production, etc.).
- > Strengthen decision-making: support trade-offs based on reliable, shared data to better manage priorities, risks and opportunities.

##### At the end of the training program, the learner will be able to:

- Understand the importance of flows in the strategic management of the company
- Align participants on the need to organize the company's tactical plans.
- Know the MRP2 model and the role of S&OP in business planning
- Know the S&OP process and its objectives
- Understand the foundations and challenges of S&OP
- Understand the structure of the S&OP process to achieve the desired outcomes
- Know the challenges of implementing S&OP

#### Public and Prerequisite

Business Leaders, General Management, Functional Departments managers (Product Management, Demand Management, Sales, Marketing, Operations, Supply Chain, Distribution, Logistics, Finance), S&OP Manager, SC Transformation Managers

Business experience, managerial experience, process driver

#### Possible next stages and opportunities

#### Access Deadline

#### Program

1. Introduction  
Introduction to training  
Icebreaker (introductions, expectations, and login NEXT)
2. The challenges of managing flows in the company  
« Flow Simulation Game »  
Game Debrief  
Flow management in the company's performance  
The MRP2 model  
Exercise Forms "Self-Assessment of Your S&OP"
3. The fundamentals of S&OP  
The ambition and objectives of the process  
Key features  
Who is involved in the S&OP process and the key characteristics of a process leader and their role in the CIP  
How S&OP drives business performance and improvements, and its role in managing uncertainty  
World-café exercise "S&OP challenges in your company"

4. The successful implementation of S&OP  
Process and regularity  
Detailed views of process steps and examples  
Group exercise "Simulating an S&OP meeting"  
Key success factors in implementation  
The implementation process  
Exercise "The blocker and levers of your S&OP project"
  
5. Conclusion  
Discussions on the future  
Live evaluation

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#### Duration, pedagogical sequencing and tools

A serious game begins the animation for a collective inclusion in the subject.  
The training is composed of concepts brought by the training, examples will be used to provide more information.  
The exercises and use cases are built for participants to "do."

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#### Results monitoring and assessing

Expectations will be collected at the beginning of the training.  
An assessment will be drawn up at the end of the training on the actions to be started.

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#### Methods for evaluating training by learners

At the end of the training, a questionnaire to assess the training is given, aimed at evaluating:  
The overall level of satisfaction  
Achieving defined objectives  
Possible areas for improvement both in terms of content and form

An attendance sheet will also be signed for the training (digital application).

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