

TRAINING PROGRAM

Version :

Training

DDI "Demand Driven Leader"

Objectives

For the learner :

- > Strengthen your skills in planning / production management
- > Understand the dysfunctions of current planning methods
- > Define, implement and support a demand driven operating model (including DDMRP)
- > Understand the concepts required to support the flow, and their implications for performance measurement, finance and governance rules

For the Company :

- > Train one or more leaders capable of leading profound transformations of the company's management models
- > Have teams with a common vocabulary and tools and capable of adopting a posture of change management in the company
- > Disseminate new skills to lead transformations in a constantly changing world
- > Improve the skills of its teams recognised with a globally recognised certification.

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

- Understand the concepts required to support flow, and their implications for performance measurement, finance and governance rules
- Implement corporate governance and performance indicators based on flow
- Participate in the design of an operating model incorporating stock, time and capacity buffers
- Plan a supply chain driven by demand, from Sales & Operations Planning to execution in the field
- Organise a "Demand Driven" transformation project
- Take the DDI "DDL" certification exam

Public and Prerequisite

Managers involved in Supply Chain transformation projects: purchasing, procurement, planning, operational logistics, distribution, scheduling, warehousing, etc.

Management committees wishing to implement a Demand Driven transformation.

People with basic knowledge of industrial management.

None

Possible next stages and opportunities

Professions in charge of the deployment of the DDMRP approach in a group such as Supply Chain Manager, Operations Manager, S&OP Manager.

Access Deadline

Registration possible up to 2 weeks before the start date of the session.

Program

The training covers the principles of the Adaptive Demand-Driven Enterprise (DDAE), through the following 7 modules:

Module 1: The challenges in our current organisations; increasing complexity, the challenge of leadership, the principles of flow, relevant information for decision-making, information distortion

Module 2: The conventional challenges facing the flow: the impact of variability on the flows, the distortion of information from a planning point of view, from a financial point of view, the need for software change

Module 3: The emergence of a new management model

Module 4: Demand Driven Operating Model (DDOM), Demand Driven Planning (DDMRP), Demand Driven Scheduling and Execution

Module 5: Flow-based Performance Indicators (Smart Metrics)

Module 6: The Demand-Driven Sales & Operations Plan (DDS & OP): Model configuration, Two-way tactical reconciliation, Tactical projection and Exploitation of Potential,

Strategic Recommendations for the Adaptive Sales & Operations Plan (Adaptive S&OP)

Module 7: The Transformation Steps for an Adaptive Demand-Driven Enterprise

On-site: "The Demand Driven Operating Model in Practice" Workshop

- Practical examples of time and capacity buffers management
- Demonstration of an IT solution supporting the Demand Driven Operating Model (DDOMP) & DD&SOP from Demand Driven Technologies
- Aligning Demand Driven Operating Model buffers and business strategy - practical example of DDS&OP
- Feedback from DDMRP projects, company testimonials

Online: Flow Simulation Game Workshop, a serious game simulating a simple supply chain with the team.

This is a role-playing game in which the learner must manage a supply chain by:

- Responding to your customer's orders
- Placing orders with your supplier
- Managing and optimising your stock
- Setting up buffers

And all with the objective of optimising overall costs (stock value and delay costs).

Duration, pedagogical sequencing and tools

The training is based on theoretical contributions. The trainers illustrate the themes with real-life cases, and the numerous exchanges allow the participants to fully grasp the DDMRP concepts.

The documentation provided includes the official training material of the Demand Driven Institute.

A Serious Game enriches the training on the impact of DDMRP by making it possible to manipulate the buffers and understand the power and interest of the methodology.

Results monitoring and assessing

The certification exam is administered by the Demand Driven Institute and:

- takes place online in time slots provided by the DDI: a computer with an internet connection and a webcam is required.
- consists of 50 reflective questions
- takes place over a period of 3 hours, with authorised documentation allowed.

The exam can be in English, French or Spanish.

Methods for evaluating training by learners

At the end of the training course, a questionnaire is given to assess:

- o the overall level of satisfaction
- o the achievement of the defined objectives
- o possible areas for improvement in terms of both content and form

An attendance sheet will also be signed at each half-day of training.

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