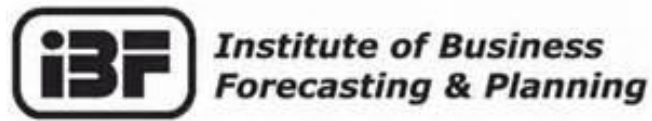


# COURSE FOR IBF CPF CERTIFICATION



## CERTIFIED PROFESSIONAL FORECASTER (CPF®)

**Lovecchio**Consulting



*Innovation in Operations Management*

This course develops the necessary competences to earn the “Certified Professional Forecaster (CPF)” certification by IBF, the leading international association in demand management and forecasting.

## Benefits

This course prepares for earning the CPF designation by IBF ([www.ibf.org](http://www.ibf.org)) the leading professional association for demand management and forecasting. Adopting international standards and protocols in the field of operations management is significant to be distinguished by methodological approach, recognized as subject matter experts.

## Main contents

### **Module 1 – What you Need to Know about Demand Planning, Forecasting, and S&OP**

- Role of Forecasting & Planning in Decision Making
- Demand Planning (Demand Sensing, Shaping, & Creating)
- Forecasting & Planning Process
- Consumption (POS Data) Based Forecasting & Planning
- Consensus Forecasting & Planning
- Sales & Operations Planning (S&OP) Process
- Collaborative, Planning, Forecasting, & Replenishment (CPFR)

### **Module 2 – Data Management and time**

#### **Series Forecasting Modeling**

- Data Analysis & Treatment
- Fundamentals of Models & Modeling
- Types of Models
- Time Series Models
- Model Selection
- Metrics: Measuring Forecast Error and Performance

### **Module 3 – Reporting, Presenting, new Product Forecasting and Planning**

- Forecast Reporting, Presentation and Communication
- Winning Support and Confidence of Management
- Getting Buy-in from Stakeholders
- New Product Forecasting

## Who should attend

- CEO
- Managing directors
- Supply chain directors
- Marketing/Sales managers
- Logistics managers
- Demand planners
- Anybody who wants to earn a demand management certification

## Instructor

Giuseppe Lovecchio, CFPIM, CSCP, CLTD, ACPF certified by IBF APICS Master Instructor. More than 4000 education hours already delivered to managers and executives  
[.www.linkedin.com/in/giuseppelovecchio](https://www.linkedin.com/in/giuseppelovecchio)

## Duration and delivery mode

- Four days
- Sessions in english, french or italian
- In-company or in class
- The course is composed by the above three modules, with english documentation.

## Documentation

The course includes the necessary documentation to be effectively studied ( books, etc.).

At the end of the course a certificate of attendance will be delivered by an APICS Master CPIM & CSCP Instructor.

It is possible to test free of charge the course with a fifteen-minute introductory session, booking at e-mail: [info@lovecchioconsulting.it](mailto:info@lovecchioconsulting.it) or calling n. +39 080 74 27 74 / cell. +39 340 17 12 110.

Other courses for specific needs are available, also in english, french or italian.