

DISC 1 -

SESSION 1 WHAT IT IS - WHERE IT FITS

The Many Tools * Complexity and The Rate of Change * Executive S&OP Defined *The View from 5000 feet * Linkage

SESSION 2 - FINANCIAL PLANNING, THE ROLE OF TOP MANAGEMENT

Business Plan Characteristics * Executive S&OP as a Subset of Business Planning * The Role of Top Management: a) Stewardship b) The Role of Top Management - Leadership c) Monthly Time Commitment

SESSION 3 - BENEFITS

Executive S&OP with High Seasonality * Executive S&OP with High Cyclicalities * Executive S&OP and New Product Launch * Hard Benefits * Soft Benefits

SESSION 4 - RELATIONSHIP WITH OTHER TOOLS, THE LOGIC OF S&OP

How Executive S&OP Supports a) Lean Manufacturing b) Supply Chain Management c) Enterprise Resource Planning * Bad Day at Acme Widget * Sally Smith's Spreadsheet

DISC 2

SESSION 5 - A BETTER WAY, PART 1: DISPLAY OF INFORMATION

Where Do You Meet the Customer? * S&OP Displays for Make-to-Stock; Make-to-Order; and Finish-to-Order Product Families

SESSION 6 - A BETTER WAY, PART 2: THE DEFINED PROCESS FOR DECISION MAKING

The Five-Step Executive S&OP Process * The Role of Finance and New Product Development * Product Families and Supply Resources * Data Requirements * Demand/Supply Strategies

SESSION 7 - DEMAND PLANNING PART 1: PRINCIPLES AND RADICAL THOUGHTS

Forecast Less Not More * The Planning Time Fence * The Role of Volume and Mix * Forecasting is a Process * Don't Focus on Forecast Accuracy * Stamp Out Bias

SESSION 8 - DEMAND PLANNING PART 2: THE PROCESS

The Demand Planning Process: Make-to-Stock, Finish-to-Order and Make-to-Order * New Product Forecasting * Special Forecasting Situations: Constrained versus Unconstrained Forecasts, Sell-To versus Sell-Through Forecasts

DISC 3

SESSION 9 - SUPPLY PLANNING

Supply Planning Principles and Possible Outcomes * The Supply Planning Process * Resource Requirements Planning * Alternative Scenarios

SESSION 10 -THE PRE-MEETING AND EXEC MEETING

Pre-Meeting Objectives, Attendees and Characteristics * Raising Conflict and Reaching Consensus * Exec Meeting Agenda, Participants and Timetable * Tips for Effective Exec Meetings

SESSION 11 - RISK MANAGEMENT, EXECUTIVE S&OP IN COMPLEX ENVIRONMENTS

Executive S&OP's Role in Risk Anticipation, and Risk Recovery * Executive S&OP for Non-Physical Products * Global Executive S&OP * Executive S&OP in a Very Large Business

DISC 4

SESSION 12 - IMPLEMENTATION PRINCIPLES, COMMITMENT GETTING STARTED

Implementation Introduction, Good News and Bad News * The Real Issue: Organizational Behavior Change * People are the "A" Item * The Role of Top Management in the Implementation * The Bob Stahl Implementation Methodology

SESSION 13 - FIXING A BROKEN EXECUTIVE S&OP PROCESS, EXE BRIEFING, LIVE PILOT: INITIAL STEPS

Re-Implementing Executive S&OP * The Executive Briefing and Go/No-Go Decision #1 * Assignment of Responsibilities * The Executive S&OP Expert * Uses of The Education Kit

SESSION 14 - KICKOFF SESSION, LIVE PILOT: DATA GATHERING, DEMAND PLANNING, SUPPLY PLANNING

Kickoff Education and Planning * Selecting the Pilot Product Family * Data Requirements * Demand Planning Pilot * Supply Planning Pilot

SESSION 15 - PRE- AND EXEC MTG PILOTS, PHASE II: EXPANSION, PHASE III: FULL FINANCIAL INTEGRATION

Pre-Meeting Pilot * Exec Meeting Pilot* Go/No-Go Decision #2 * Phase II: Adding All families * Continuous Improvement * Phase III: Full Financial Integrations * Software for Executive S&OP

DISC 5

THE EXECUTIVE S&OP BRIEFING This DVD is ideal for introducing Executive S&OP to a company's executive team, to groups of operating level managers, and others who will be involved in the process. It also lends itself well to individual learning. PART 1: What Executive S&OP Is * Where It Fits * Financial Integration * Role of Top Management PART 2: Benefits & Process * Benefits * Defined Process for Decision Making * Support for Global Businesses PART 3: How to Make It Work

DISC 6

POWER POINT™ SLIDES from Sessions 1 through 15; **POWER POINT™ SLIDES** from The Executive Briefing; These slides are yours to use within your own training/education sessions.