

SAP Demand Forecasting Workshop

SBTI offers a customized workshop for companies using, or intending to use, SAP to create forecasts of demand for products or services. The topics discussed include all of the forecasting procedures available in SAP plus the more powerful ARIMA forecasting methods developed by Box and Jenkins, which are available in Minitab. This workshop is normally presented in two three day sessions about one month apart, but other formats are possible to satisfy specific needs.

Workshop Agenda

First 3 Day Session

- Introduction to basic time series concepts
- Smoothing with moving averages, including exponential smoothing
- Forecasting time series containing trends
- Forecasting time series containing seasonal patterns
- Seasonal Linear Regression
- Forecasting time series containing trends and seasonal patterns
- Determining best values for smoothing factors

Second 3 Day Session

- SAP manual and automatic model selection procedures
- Forecasting sporadic demand using Croston's method
- Forecasting demand for new products with S curves
- Diagnosing potential for forecast improvement
- Autocorrelation
- Forecasting with ARMA models
- Forecasting nonstationary time series with ARIMA models
- Forecasting time series containing trends and seasonal patterns using ARIMA Models
- Forecasting with leading indicators
- Comparing forecasting methods

Although each forecasting procedure is illustrated using practical business examples, participants are strongly encouraged to provide their own data in order to evaluate the effectiveness of these procedures for their environment.

Workshop Instructor

Dr. David Bacon, Master Consultant with SBTI, has designed and presented this workshop. Dr. Bacon is a regular instructor in SBTI's Core Master Black Belt program and

regularly presents Forecasting Methods and Time Series Analysis as an Elective Session in that program. He has contributed to the development and application of forecasting methods with a number of companies over the past forty years.