



# Business Forecasting and Planning

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[www.sapics.org](http://www.sapics.org)





To **elevate**, **educate** and **empower**  
the community of **Supply Chain Professionals**  
across Africa

[www.sapics.org](http://www.sapics.org)



Welcome



# BUSINESS FORECASTING & PLANNING



# Background



- History
- Who they are
  - Activities
  - Publications
  - Training and consulting services
- Partnership with SAPICS
- Certifications offered
  - CPF
  - ACPF

# CPF program Objectives

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**Objective 01 - Technical Skills**



**Objective 02 - Leadership Skills**



**Objective 03 - Professional  
Certification**



**Objective 04 - Career  
Development**

# certification benefits

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**Professional Expertise**  
& validation



**Career Path**  
Advancement Potential



**Alignment**  
With the Future of Business Forecasting & Planning

**Module 1**  
Fundamentals of Business  
Forecasting & Planning



**Module 2**  
Consensus Forecasting & the Roles  
of Cross-Functional Team  
Members

**Module 3**  
Consensus Forecasting  
& the Communication  
Process



**Module 4**  
Sales & Operations Planning:  
Driving Business



**Module 6**  
Data Management



**Module 5**  
External Collaboration &  
CPFR

**Module 7**  
Performance Metrics



**Module 8**  
Selecting & Applying Forecasting Models



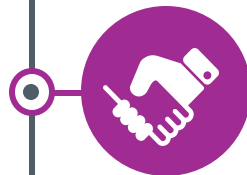
**Module 9**  
Averaging Models



**Module 10**  
Trending, Seasonal & Cyclical Patterns



**Module 11**  
Exponential Smoothing



**Module 12**  
Other Forecasting Models





# CPF Certification

Applying Theory to Practice



- 3 Exams: 100 – 150 multiple choice questions/exam
- Two hours for each exam
- CPF Certification awarded when 70% or higher is scored on each exam



# connect with IBF on social media

- Be part of the IBF community



**FACEBOOK**

[www.facebook.com/demandplanning](http://www.facebook.com/demandplanning)



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**LINKEDIN**

[www.linkedin.com/company/227318/](http://www.linkedin.com/company/227318/)

# Stay in Touch

- IBF office address and contact details



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The complex block contains the IBF logo at the top, which is a circular graphic with 'LEARN' at the top, 'ADVANCE' on the left, and 'SHARE' on the right, surrounding a central 'iBF' logo. Below this are two colored boxes: a blue one with a briefcase icon and an orange one with a location pin icon. To the right of these icons are the 'Address' and 'Contact' sections, each with a title and corresponding contact information.

