



# Sales and Operations Planning Foundations

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**Dates: August 4, 11, 18, 25, September 1, 8**

**Time: 11:30am - 1:30pm CDT**

Join Anthony Zampello "Z", as he leads this interactive program, consisting of six individual virtual sessions, designed for cross-functional education and discussion. Each session will include one hour of lecture, and one hour of discussion time.

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1. Introduction: Business Hierarchy Overview/Overview of each level of planning
  2. Planning Foundations
  3. Sales & Operations Planning in Detail
  4. Master Production Scheduling in Detail
  5. S&OP vs. MPS: Similarities and Differences
  6. Summary
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This course is a great way to get everyone to start with the same understanding of how S&OP and Master Scheduling are designed to function.

**REGISTER NOW: [www.fvtc.edu/SOPFoundations](http://www.fvtc.edu/SOPFoundations)**

**Early Bird Registration (until July 2): \$299**

**Registration Fee (after July 2): \$349**

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**If you answer YES to any of these situations, this course will help you get a better understanding of your next step:**

- Do the definitions of S&OP and Master Scheduling differ from one area to the next in your company?
- Is your finished goods inventory too high? Too low?
- Do you find out you need new equipment in less than your suppliers' lead time?
- Do you think you may be master scheduling at the wrong level?
- Do you spend your time in your S&OP meetings discussing specific parts and/or customers?
- Do you find you have too much labor and not enough work?
- Are your customers/sales force ignoring your published lead times?
- Does the factory miss the schedule?
- Is your master schedule overstated?
- Is your OTIF performance less than what your customers' requirements are?

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