



CDDP

Certified Demand
Driven Planner

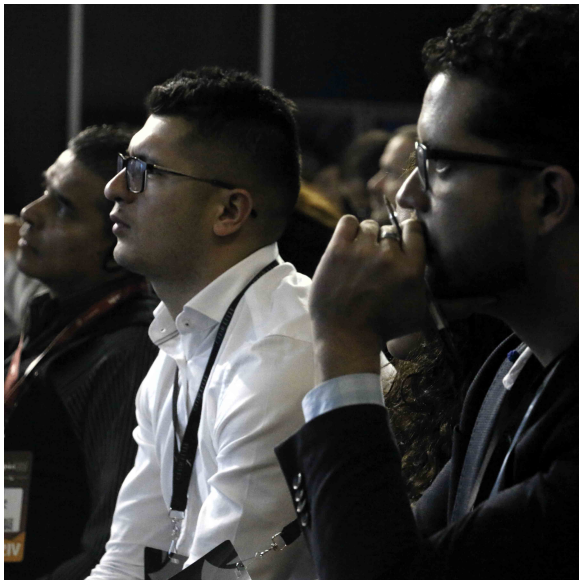


International
Supply Chain
Education Alliance



Take control of your future

ISCEA training and certification programs provide you with the knowledge required to improve both your supply chain processes and your career.



Grab the best job opportunities

75 percent of employers prefer to hire certified professionals for supply chain positions, and ISCEA certificate holders are getting the best paid jobs.



Be recognized around the world

ISCEA is the worldwide authoritative resource for supply chain career validation with certificate holders in 47 countries on 6 continents.

Reasons to enroll on ISCEA's CDDP Certification Program

- Provides Demand Planners with insight to understand the limitations of Forecast-Based Planning and the fundamental causes behind most of their Materials Requirements Planning (MRP) problems.
- Explains in simple terms the principles of traditional inventory policies and legacy replenishment programs, in order to establish a solid baseline to introduce the most advanced and breakthrough planning practices.
- Explains comprehensively how Demand Driven Materials Requirements Planning (DDMRP) works, and its role in the Demand Driven Supply Chain.

Why choose ISCEA's CDDP over any other Demand-Driven Certification Program

- ISCEA was the first organization certifying Demand-Driven and DDMRP professionals around the world.
- ISCEA's CDDP Certification Program was developed based on industry best practices and the perspectives of more than 80 subject matter experts.
- Every ISCEA CDDP certificate holder avoids the common mistake of assuming that "placed orders" reflect "true" demand; recognizing the relevance of Demand Sensing and Analytics in the Demand Driven Supply Chain Framework.
- Companies value ISCEA CDDP certificate holders because they are not only able to identify changing customer needs and new business challenges as they happen. They are also capable of implementing processes that can respond to those changes quickly and appropriately.

| CDDP exam preparation course

PART - I Supply Chain Fundamentals

MODULES 01 - 04

1. Supply chain management essentials
2. Introduction to sales and operations planning - S&OP
3. Traditional inventory planning fundamentals
4. Bullwhip effect

PART - II Demand Driven Supply Chain - DDSC

MODULES 05 - 08

5. Demand driven supply chain framework
6. Demand sensing
7. Supply chain response
8. Data analysis relevance in the DDSC

PART - III Demand Driven Materials Requirements Planning - DDMRP

MODULES 09 - 19

9. DDMRP foundations: The need for MRP evolution
10. DDMRP foundations: Traditional MRP and DRP
11. DDMRP foundations: Lean Six Sigma and the Theory of Constraints
12. DDMRP inventory positioning
13. DDMRP buffer sizing and buffer profiles
14. DDMRP buffer adjustments
15. DDMRP buffer replenishment
16. DDMRP buffer replenishment distribution network considerations
17. DDMRP execution alerts
18. DDMRP Buffer performance and S&OP implications
19. Demand Driven Supply Chain Technology

| Perfect program for:

- Strategic Decision Makers, Managers & Planners of Production & Distribution.
- Manufacturing, Warehousing & Logistics Professional, Materials Managers & MRP implementers
- Demand Planners & Inventory Controller, IT Architects in SCM

| Course includes:

- 16 classroom hours led by an experienced supply chain management expert.
- Study guide with all slides and exercises.
- 2 hours program review.
- 100 multiple choice question exam (70% minimum pass mark)

| Course Bibliography

1. Agrawal, A. (2012) Customizing Materials Management Processes in SAP ERP, Galileo Press, Bonn, Boston
2. Ambrose, S. & Matthews, L. & Rutherford, B. (2018) Cross-functional teams and social identity theory: A study of sales and operations planning (S&OP), Journal of Business Research, Volume 92, November 2018, Pages 270-278
3. Anderson, C. (2008) The Long Tail: Why the Future of Business is Selling Less of More, Hyperion
4. Baesens, B. (2014) Analytics in a Big Data World: The Essential Guide to Data Science and its Applications, Wiley and SAS Business Series
5. Baker, K.R. (1993) Requirements planning. In: Graves, S.C., A.H.G. Rinnooy Kan, and P.H. Zipkin (eds.) Handbook in Operations Research and Management Science (Volume 4): Logistics of production and inventory, Amsterdam
6. Barrett, J. & Barger, R. (2010) Supply Chain Strategy for Industrial Manufacturers: The Handbook for Becoming Demand Driven, Gartner
7. Barrett, J. & Uskert, M. (2010), Sales and Operations Planning Maturity: What Does It Take to Get and Stay There?, Gartner
8. Cambridge Business English Dictionary (2011) Cambridge University Press
9. Campuzano, F. (2011) Supply Chain Simulation: A System Dynamics Approach for Improving Performance, 1st. Ed. Springer-Verlag London
10. Cecere, L. (2017) The Power of Downstream Data, Supply Chain Insights, July 2017
11. Cecere, L. and Chase, C. (2012) Bricks matter The role of supply chains in building market-driven differentiation, Wiley
12. Cecere, L. D. Hofman, R. Martin and L. Preslan. (2005) The Handbook for Becoming Demand Driven. AMR Research
13. Chase, C. (2016) Next generation demand management __ people, process, analytics, and technology, John Wiley & Sons, Inc., Hoboken, New Jersey.
14. Chopra, S & Meindl, P (2016) Supply Chain Management: Strategy, Planning, and Operation. 6th ed., Pearson Education, Essex, NE.
15. Coldrick, A. & Ling, D. (2011) Sales and Operations Planning, Ch.20 in Ptak, C. & Smith C. Orlicky's Material Requirements Planning (3TM ed.). ASA: McGraw-Hill.
16. Cox, J. & Schleier, J. (2010). Theory of constraints handbook. New York: McGraw-Hill.
17. Crum, C. & Palmatier, G. (2003). Demand Management Best Practices Process, Principles and Collaboration. USA: J. Ross Publishing
18. Davis, E. (2003) The Extended Enterprise Gaining Competitive Advantage through Collaborative Supply Chains, FT Press

19. Ghiani, G. (2004) Introduction to Logistics Systems Planning and Control G. USA: JohnWiley & Sons.
22. Goldratt, E. M. (1997) Critical Chain, The North River Press, MA
23. Goldratt, E. M., & Cox, J. (1986). The goal: a process of ongoing improvement. Rev. ed. New York: North River Press.
24. Groves, D. & Herbert, K. Correll, J.(2008) Achieving Class A Business Excellence – An Executive's Perspective, Wiley & Sons, New Jersey
25. Gunasekaran, A. (2008) Responsive supply chain: A competitive strategy in a networked economy, Omega, Vol.36(4), pp.549-564
26. Haeckel SH. (1999) Adaptive Enterprise: Creating and Leading Sense-and-Respond Organizations. Boston: Harvard Business School Press
27. Heisig, G. (2002) Planning Stability in Material Requirements Planning Systems, Springer-Verlag, Berlin, Heidelberg
28. Izmailov, A., Korneva, D., Kozhemiakin, A. (2016) Project Management Using the Bufers of Time and Resources, Procedia Social and Behavioral Sciences, Volume 235, 24 November 2016
29. Kilger, C. & Wagner, M. (2015) Demand Planning, Chapter 7 in Supply Chain Management and Advanced Planning Concepts Models, Software, and Case Studies, 5th Ed. Springer, Berlin, Heidelberg
30. Knolmayer, G.F. et al (2009) Supply Chain Management Based on SAP Systems. SAP Excellence. Springer, Berlin, Heidelberg
31. Lambert, D. (2008) Supply Chain Management: Processes, Partnerships, Performance. (3TM ed.). USA: Supply Chain Management Institute.
32. Laseter, T. & Oliver, K. (2003) When Will Supply Chain Management Grow Up?, Strategy + Business, Issue 32, originally published by Booz & Company
33. Laudon, K. & Laudon, J. (2018) Essentials of Management Information Systems, 15th Edition, Pearson, New York
34. Lee, H. (1997) The Bullwhip Effect In Supply Chains, Sloan Management Review, Spring 1997, Volume 38, Issue 3, pp. 93-102
35. Liberatore, M.J. and Luo, W. (2010) The analytics movement: Implications for operations research. Interfaces Vol. 40, No. 4, July–August 2010, pp. 313–324. Informs
36. MacCarthy, B. (2010) Fast Fashion: Achieving Global Quick Response (GQR) in the Internationally Dispersed Clothing Industry,
37. Marr, B. (2016) Key Business Analytics: The 60+ business analysis tools every manager needs to know, FT Press
38. Miller, J. G. & L. G. Sprague (1975) Behind the growth in materials requirements planning. Harvard Business Review, 53(5): 83-91
39. O'Marah, K. and J. Souza. (2004) DDSN: 21st Century Supply on Demand. AMR Research
40. Palmatier, G. (2002). Enterprise Sales and Operations Planning: Synchronizing Demand, Supply and Resources for Peak Performance. USA: J. Ross Publishing.

41. Palmatier, G. (2009) Sales & Operations Planning (Integrated Business Management), An executive Level Synopsis”, Oliver Wight, White Papers Series
42. Plossl, G. (1995), Orlicky’s Material Requirements Planning, 2nd Edition, New York: McGraw-Hill
43. Porter, M. (1980). Competitive Strategy: Techniques for Analyzing Industries and Competitors. EEUU, Free Press
44. Porter, M. (1985). Competitive Advantage: Creating and Sustaining Superior Performance. EEUU, Free Press
45. Powell, S. & Baker, K. (2010) Management Science The Art of Modeling with Spreadsheets, Third Edition, Wiley
46. Prahasto, T. (2008) Modeling Bill-Of-Material With Tree Data Structure: Case Study In Furniture Manufacturer. 3. 10.12777/Jati.3.2.78-82.
47. Ptak, C. & Smith, C. (2011) Orlicky's material requirements planning 3rd edition. Mc Graw Hill, New York
48. Ptak, C. & Smith, C. (2016) Demand Driven Material Requirements Planning, Industrial Press, Connecticut
49. Ransbotham, S. & Kiron, D. (2018) Using Analytics to Improve Customer Engagement, MIT Sloan Management Review
50. Rashid, M. A., Hossain, L., & Patrick, J. D. (2002). The evolution of ERP systems: A historical perspective.
51. Roh, j. et al (2014) Implementation of a responsive supply chain strategy in global complexity: The case of manufacturing frms, Int. J. Production Economics 147 (2014) 198–210
52. Ross, D. F. (2015) Distribution Planning and Control - Managing in the Era of Supply Chain Management, 3rd Ed. Springer, New York
53. Sabath RE, Autry CW, Daugherty PJ (2001) Automatic replenishment programs: The impact of organizational structure. J Bus Logist 22(1):91–105
54. Silva, S.K.P.N., 2012. Applicability of value stream mapping (VSM) in the apparel industry in Sri Lanka. International Journal of Lean Thinking, 01 December 2011, Vol. 3(1), pp.36-41
55. Slack N., A. Brandon-Jones and R. Johnston (2013) Operations Management (7th edition), Harlow (Essex, UK): Pearson Education Ltd
56. Smith, D. and Smith, C. (2013) Demand Driven Performance Using Smart Metrics, McGraw-Hill Professional, New York
57. Sodhi M., Tang C. (2009) Managing Supply Chain Disruptions via Time-Based Risk Management. In: Wu T., Blackhurst J. (eds) Managing Supply Chain Risk and Vulnerability. Springer, London
58. Stadtler, H. et al (2012) Advanced Planning in Supply Chains Illustrating the Concepts Using an SAP APO Case Study, Springer, Berlin, Heidelberg
59. Steele, D.C. (1975) The nervous MRP system: How to do battle. Production and Inventory Management 16, Second Quarter, 1-18

60. T.C. Edwin Cheng • Tsan-Ming Choi (2010) Innovative Quick Response Programs in Logistics and Supply Chain Management, Springer-Verlag Berlin Heidelberg
61. Topan, E. (2018) Using imperfect advance demand information in lost-sales inventory systems with the option of returning inventory, IISE TRANSACTIONS, VOL. 50, No. 3, 246-264, Taylor & Francis Group
62. Womack, James P., and Daniel T. Jones. 1996. Lean thinking: banish waste and create wealth in your corporation. New York, NY: Simon & Schuster.
63. X. Li, L. Li, Q. Hu and Y. Dai, "Systems Thinking Solving Bullwhip Effect in Supply Chain: From the Perspective of System Dynamics," 2009 International Conference on Management and Service Science, Wuhan, 2009, pp. 1-7.
64. Yao, Y. and Dresner, M. (2006) The inventory value of information sharing, continuous replenishment, and vendor-managed inventory, Elsevier

| About ISCEA exams preparation courses

“ *It is a comprehensive opportunity to really learn about supply chain, technology and strategy - Michael Atwater, Entergy Corporation*

*It puts you in contact with Supply Chain's new trends
- Donny Paniagua Ruiz, Florida Ice and Farm Company*

This was a great experience. Even after a long time of service, I still learned a lot - Neven Mladina, Kellogg Brown & Root

I gathered lots of information and ideas to be implemented in our current business projects - Shino Thomas, Theodore Wille Intertrade

*The course provides a different perspective. It clarified concepts that I previously perceived as too complicated to me
- Zamira Alfonso, Axionlog*

*My expectations were met. The content is updated and provides a good perspective on the Supply Chain
- Diana Diaz Porras, Colombina*

It is a practical course. I was able to improve both my skills and knowledge. I recommend it! - Rosa Oritz, General Motors

*There is a great amount of knowledge delivered
- Robinson Alejandro Prieto Camelo, Bimbo Group*

*Very good! Top level!
- Waldemar Nunez, Costa Rican Institute of Electricity*

The content is concrete and precise. It provides you with the power to influence corporate decisions - Amalia Sepulveda, Independence

*I recommend it for both those who need to learn the basics, and those working with these concepts on a daily basis
- Carolina Sánchez Barrantes, Freudenberg Medical*

” *I learned that any problem can be approached from different angles, but you have to remain focused on customer satisfaction and the organization's strategy - Rodrigo Alan Gonzalez Silva, Tyson Foods*

| About ISCEA

The International Supply Chain Education Alliance (ISCEA) was the first organization certifying Supply Chain Professionals around the globe, and it remains the worldwide authoritative resource for Supply Chain Career Validation with thousands of certificate holders commanding top-tier salaries.

ISCEA's mission is to provide Total Supply Chain Knowledge to manufacturing and service industry professionals through Education, Certification and Recognition.

www.iscea.org
globaldesk@iscea.com
800-817-9083



International
Supply Chain
Education Alliance