Integrated Business Planning (IBP) Training Course

Professional Development Training Course Outline

Category	Logistics and Supply Chain Management	**Duration**	5 Days
Base Fee	$1,500 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

Integrated Business Planning (IBP) is a strategic approach that aligns business strategy, operations, and financial planning to enhance organizational performance. Integrated Business Planning (IBP) Training Course equips professionals with advanced knowledge and practical skills to drive collaboration across sales, operations, and finance teams, ensuring data-driven decision-making and optimized resource allocation. Participants will learn to integrate forecasting, demand planning, supply planning, and financial reconciliation into a single coherent process, boosting efficiency and responsiveness in dynamic market conditions.

This training emphasizes the use of modern IBP frameworks, scenario modeling, and performance monitoring tools to support organizational agility. By leveraging real-world case studies and interactive simulations, learners gain a hands-on understanding of aligning strategic objectives with operational execution. The course prepares participants to transform traditional planning processes into integrated systems that enhance visibility, accountability, and profitability across the enterprise.

Programme Curriculum

Integrated Business Planning (IBP) Training Course

Introduction

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Course Objectives

By the end of this training, participants will be able to:

1. Understand the core principles and frameworks of Integrated Business Planning.
2. Apply demand forecasting techniques to improve accuracy and reliability.
3. Develop multi-echelon supply plans to optimize inventory and resources.
4. Integrate sales, operations, and financial planning into a unified process.
5. Conduct scenario analysis to support data-driven decision-making.
6. Implement key performance indicators (KPIs) for effective performance tracking.
7. Enhance collaboration and communication across business functions.
8. Utilize advanced IBP software tools for real-time planning insights.
9. Align organizational strategy with operational execution.
10. Manage risk and uncertainty in supply chain and financial planning.
11. Improve responsiveness to market changes and customer demands.
12. Benchmark IBP performance against industry best practices.
13. Lead continuous improvement initiatives in planning processes.

Organizational Benefits

- Streamlined decision-making across departments
- Improved forecast accuracy and demand-supply alignment
- Reduced inventory carrying costs and waste
- Enhanced financial planning and reconciliation
- Increased collaboration and accountability
- Faster response to market changes
- Better risk management and contingency planning
- Optimized resource allocation
- Greater operational efficiency
- Sustainable competitive advantage

Target Audiences

1. Supply Chain Managers
2. Operations Managers
3. Financial Planners and Analysts
4. Sales and Marketing Professionals
5. Business Analysts
6. Demand Planners
7. Enterprise Resource Planning (ERP) Specialists

8. Senior Management and Executives

Course Duration: 5 days

Course Modules

Module 1: Introduction to Integrated Business Planning

- Overview of IBP concepts and frameworks
- Benefits of integrated planning
- Key stakeholders and their roles
- Organizational alignment with IBP
- Case Study: IBP implementation in a manufacturing company
- Discussion and Q&A

Module 2: Demand Planning & Forecasting

- Statistical forecasting techniques
- Collaborative planning with sales teams
- Accuracy measurement and bias detection
- Trend analysis and seasonal adjustments
- Case Study: Forecast accuracy improvement in FMCG
- Hands-on exercise

Module 3: Supply Planning & Inventory Optimization

- Multi-echelon inventory planning
- Supply-demand balancing strategies
- Capacity planning and resource allocation
- Safety stock and service level optimization
- Case Study: Inventory reduction in retail
- Practical simulation

Module 4: Sales & Operations Planning (S&OP) Integration

- S&OP process design
- Cross-functional collaboration techniques
- KPI development and monitoring
- Scenario analysis for decision-making
- Case Study: S&OP implementation in a distribution network
- Group activity

Module 5: Financial Integration in IBP

- Linking operational plans to financial outcomes
- Budgeting and forecasting alignment
- Variance analysis and scenario modeling
- Financial risk assessment
- Case Study: Cost-to-serve analysis in consumer goods
- Hands-on financial planning exercise

Module 6: Scenario Modeling & Decision Support

- What-if analysis for supply chain decisions
- Risk mitigation strategies
- Decision support systems in IBP
- Sensitivity analysis
- Case Study: Demand shock management in automotive sector
- Group scenario planning exercise

Module 7: Performance Monitoring & Continuous Improvement

- KPI dashboards and reporting
- Performance review cycles
- Root cause analysis for planning variances
- Continuous improvement strategies
- Case Study: KPI-driven improvement in electronics manufacturing
- Workshop activity

Module 8: IBP Software Tools & Implementation

- Overview of leading IBP software
- Integration with ERP systems
- Data management best practices
- Change management strategies
- Case Study: ERP-IBP system integration
- Hands-on software simulation

Training Methodology

- Interactive lectures with real-world examples
- Hands-on exercises and simulations
- Group discussions and collaborative problem-solving

- Case study analysis for practical learning
- Role-playing scenarios to reinforce decision-making
- Continuous feedback and performance assessments

Register as a group from 3 participants for a Discount

Send us an email: info@fineskilltrainingcenter.org or call *+254769199797*

Certification

Upon successful completion of this training, participants will be issued with a globally- recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.

f. Payment should be done at least a week before commence of the training, to Fineskill Training Center account, as indicated in the invoice so as to enable us prepare better for you.

Upcoming Scheduled Sessions

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Online	$1,000
23 Nov 2026	27 Nov 2026	Physical	$1,500
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$3,000

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$4,500
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$6,000

Ready to enroll or request a customized program? Book online or contact us:

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