

## TRAINING PROGRAM

### Training

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#### Certification "Demand Driven Leader Professional"

### Objectives

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#### For the learner:

- Obtain the "DDL" certification from the Demand Driven Institute
- Strengthen your skills in planning / production management
- Understand the dysfunctions of current planning methods
- Define, implement, and support an operating model driven by demand (including DDMRP)
- Understand the concepts required to support the flow, and their implications in terms of performance measurement, finance, and governance rules

#### For the company:

- Train one or more leaders capable of leading profound transformations in the company's management models
- Have teams with a common vocabulary and tools and able to adopt a management posture of change of management of the company
- Disseminate new skills to lead transformations in a VUCA world
- Recognize the skills of its teams with globally recognized certification

#### At the end of the training, the trainee will be able to:

- set up corporate governance and performance indicators based on flows
- participate in the design of an operating model integrating stock, time and capacity buffers
- plan a supply chain driven by demand, from the Industrial & Commercial Plan to execution in the field
- organize a "Demand Driven" transformation project
- take the DDI "DDL" certification exam

### Public

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Any manager involved in Supply Chain transformation projects: purchasing, supply, planning, operational logistics, distribution, scheduling, warehousing ...

### Prerequisite

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Knowledge Supply Chain management

### Program

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The training covers the principles of the Adaptive Demand-Driven Enterprise (DDAE), through the following 7 modules:

Module 1: The challenges in our current organizations: increasing complexity, the challenge of leadership, the principles of flow, relevant information for decision-making, information distortion

Module 2: The conventional challenges facing the flow: the impact of variability on the flows, the distortion of information from a planning point of view, from a financial point of view, the need for software change

Module 3: The emergence of a new management model

Module 4: Demand Driven Operating Model (DDOM), Demand Driven Planning (DDMRP), Demand Driven Scheduling and Execution

Module 5: Flow-based Performance Indicators (Smart Metrics)

Module 6: The Demand-Driven Industrial and Commercial Plan (DDS & OP): Model configuration, Two-way tactical reconciliation, Tactical projection, and Exploitation of Potential, Strategic Recommendations for the Adaptive Industrial & Commercial Plan (Adaptative S&OP)

Module 7: The Transformation Steps for an Adaptive Demand-Driven Enterprise

Days 1 and 2 allow you to understand the Demand Driven Operating Model and prepare for DDL certification.

Day 3: workshop "THE OPERATING MODEL DRIVEN BY DEMAND IN PRACTICE" - Feedback from DDMRP projects, testimonials from companies- Practical examples of time and capacity buffer management

- Demonstration of an IT solution supporting the Demand Driven Operating Model (DDOMP) & DD & SOP of Demand Driven Technologies
- Align the buffers of the operating model driven by demand and business strategy: practical example of DDS & OP

### Method et Pedagogical tool

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The training revolves around theoretical inputs. The trainers illustrate the themes with real-life cases, and the numerous exchanges allow participants to appropriate the concepts of SD S&OP.

The documentation provided includes the official training material of the Demand Driven Institute in French, white papers and the DDMRP book in French.

A serious Game makes it possible to test the impact of DDMRP by making it possible to manipulate the buffers and understand the power and interest of the methodology.

### Duration and sequences

The training lasts 15 hours in 5 virtual classes of 3 hours.

### Methods and monitoring

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The certification passing exam is administered by the Demand Driven Institute and:

- takes place online on time slots offered by the DDI, hence the need for the participant to have a computer equipped with an internet connection and a webcam.
- consists of 50 reflection questions and the candidate has 3 hours to answer them, with authorized documentation.
- must be taken within 3 months of the last day of the training.

At the end of the training, a training assessment questionnaire is given to the trainee, aiming to assess the overall level of satisfaction, the achievement of defined objectives and possible areas for improvement both in substance and in form.

An attendance sheet will also be signed for each half-day of training.