



Accredited Africa Training Institute for Capacity Development

Unit FO409, Hatfield Plaza · 1122 Burnett St, Hatfield 0028 · Pretoria, Gauteng · South Africa

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COURSE BROCHURE

Stock Management, Forecasting and Demand Planning

Custom Courses / Procurement and Supply Chain Management

Unit Standard AATICD-0133 · NQF Level 5 · 10 Credits · 5 Days

COURSE OVERVIEW

This course equips learners with the skills to effectively manage stock levels, forecast demand, and plan inventory to optimise supply chain efficiency. Participants will learn to apply quantitative and qualitative forecasting techniques, analyse demand patterns, and implement stock control measures to reduce costs and improve service levels.

Category	Custom Courses
Subfield	Procurement and Supply Chain Management
Unit Standard	AATICD-0133
Accreditation	SAQA Accredited · NQF Level 5 · 10 Credits
Duration	5 days
Training Method	Online, On-Campus, In-House
Certificate	Issued via AATICD LMS – verifiable online

LEARNING OUTCOMES

- Apply stock management principles to maintain optimal inventory levels
- Analyse historical data and market trends to forecast demand accurately
- Evaluate different forecasting methods and select appropriate techniques for given scenarios
- Design a demand planning process that aligns with organisational objectives
- Implement stock control measures to minimise waste and stockouts
- Demonstrate the ability to use inventory management software for tracking and reporting

WHO SHOULD ATTEND

- This course is ideal for inventory managers, supply chain coordinators, procurement officers, and operations supervisors who are responsible for stock management and demand planning in their organisations.

COURSE OUTLINE

Day 1: Introduction to Stock Management

- Overview of supply chain management
- Types of inventory: raw materials, WIP, finished goods, MRO
- Stock management objectives: availability, cost, turnover
- Holding costs, ordering costs, and stockout costs
- Stock record accuracy and cycle counting

Day 2: Stock Control Systems and Techniques

- Periodic vs perpetual inventory systems
- ABC classification and Pareto analysis
- Economic Order Quantity (EOQ) model
- Reorder point and safety stock determination
- Just-in-Time (JIT) and vendor-managed inventory (VMI)

Day 3: Forecasting Fundamentals

- Importance of demand forecasting in stock management
- Qualitative methods: market research, expert opinion
- Quantitative methods: naive, moving average, exponential smoothing
- Trend and seasonality decomposition
- Forecast error metrics and model selection

Day 4: Demand Planning and Inventory Optimization

- Demand planning process: data collection, forecasting, planning
- Inventory optimization: min-max systems, periodic review
- Distribution Requirements Planning (DRP)
- Collaborative Planning, Forecasting, and Replenishment (CPFR)
- Service level optimization and safety stock adjustment

Day 5: Practical Application and Integration

- Case study: demand forecasting and inventory planning for a product line
- Spreadsheet modelling: EOQ, safety stock, forecast accuracy
- Group presentation: demand plan and recommendations
- Sensitivity analysis: impact of forecast error on service level
- Continuous improvement in stock management

ASSESSMENT & CERTIFICATION

Delegates are assessed through exercises and a final test. A mark of **50% or above** earns an **AATICD Certificate of Completion**, issued digitally with a unique verification code. This course carries **10 NQF credits** at **NQF Level 5**.

PRICING (PER DELEGATE, EX-VAT)

Delegates	Training Method	Price per Delegate	Total
1	Online	R 24,200.00	R 24,200.00
1	In-House	R 31,400.00	R 31,400.00
1	On-Campus (Pretoria)	R 36,200.00	R 36,200.00

UPCOMING SESSIONS

Start	End	Method	Venue
03 Aug 2026	07 Aug 2026	On-Campus	Pretoria, South Africa
03 Aug 2026	07 Aug 2026	On-Campus	Dubai, UAE
10 Aug 2026	14 Aug 2026	On-Campus	Durban, South Africa
10 Aug 2026	14 Aug 2026	On-Campus	Abu Dhabi, UAE
17 Aug 2026	21 Aug 2026	On-Campus	Harare, Zimbabwe
17 Aug 2026	21 Aug 2026	On-Campus	Shenzhen, China
24 Aug 2026	28 Aug 2026	On-Campus	Bangkok, Thailand
24 Aug 2026	28 Aug 2026	On-Campus	Victoria Falls, Zimbabwe

Contact us if no suitable date is listed – on-demand sessions can be arranged for groups.

HOW TO GET A QUOTE OR APPLY

- 1. Get an instant quotation online:** visit www.aaticd.co.za, open the page for this course (Unit Standard AATICD-0133) and click **Get A Quote / Apply**. Select your training method and number of delegates – your quotation is generated immediately and emailed to you with the course brochure attached.
- 2. Apply by email:** send the course title, your preferred training method (Online, In-House or On-Campus Pretoria), the number of delegates and your preferred dates to apply@aaticd.co.za – our team will reply with a formal quotation.
- 3. Apply by phone or WhatsApp:** call +27 12 004 8389 or WhatsApp +27 65 077 6310 and we will prepare your quotation and reserve your seats.
- 4. Confirm your booking:** accept the quotation and settle the invoice. As soon as payment is confirmed your delegates are enrolled and receive their AATICD LMS login details by email, along with joining instructions for their chosen training method.

Group discounts apply automatically – the more delegates you enrol, the lower the price per delegate. No payment is required to request a quotation.

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