



PRODUCTION PLANNING MANAGER/ EXECUTIVE

WHO SHOULD ATTEND?

Production, Factory, Product, Line, Supply Chain, Project, Material – Directors, Managers, Planners, Executives and People involved in Annual/Strategic Production Plans



SMI LEARNING OBJECTIVE

SMI SKILL ONE Conduct Production Planning Analysis – Backlog, Capacity, New Orders, Resources, etc.

SMI SKILL TWO Present Production 'Present Situation' and Potential Challenges Post-Covid 19

SMI SKILL THREE Identify TEN Critical Action to Reduce NPI Production Delay

SMI SKILL FOUR Refocus Production Capacity to High Margin Production – Profitability Analysis!

SMI SKILL FIVE Profitable Production Brainstorming – Change from Low Margin to High Margin Production

SMI SKILL SIX Production Leadership Development – Executive/Supervisor Capability and Commitment!

SMI SKILL SEVEN Develop and Implement and Strategic and Annual Production Plan

“ THE WORLD HAS CHANGED ”

The IMPOSSIBLE Happened! A Worldwide Shutdown 2020; this CHANGES EVERYTHING in Production Plans and a NEW NORMAL will emerge!

A Worldwide Recession, Business Model Change, Work from Home, Communication Delays, Reduced Investments, Compulsory Health Screening, IT Dependence, etc.

The more 'adept' companies will achieve Profits Faster. We MUST expect Supply Chain Disruptions, Vendor Financial Meltdown, Lack of Materials, Slow Operations, Unpredictable Demands and a myriad of NEW CHALLENGES, NEVER EXPECTED!

The PRODUCTION RESET in Rethinking 'Traditional' Strategies, Persuade Stakeholders to CHANGE and Support New Initiatives – Creative Strategies, Practical Solutions and Move Away from Current Practices – It requires a Paradigm Shift!





PRODUCTION PLANNING MANAGER/ EXECUTIVE

Smart Production –
Achieve High
Production Flexibility
and High Profit
Production

PART A “ PRODUCTION PLANNING MANAGEMENT POST-COVID 19 – THE WORLD HAS CHANGED ”

- 1. The World Has Changed 2021** – Fluctuating Orders, Delivery Failure, Shorter Terms, Cash Flow Pressures, etc.
- 2. Production Manager in Planning Flexibility** – Order Fluctuation, Demand Analysis and Action Plan Focus

PART B “ PRODUCTION COMPETITIVE ADVANTAGE ”

- 1. STRATEGIC PRODUCTION PLANNING – MAKING a DIFFERENCE!**
 - A. Strategic Production Manager Focus** – Strategic vs Operational, Operations Flexibility and New/Key Customers!
 - B. Manage Stakeholder Pressure** – High Mix/Low Volume, Yield, Cost Down, Last Minute Orders, Cancellations, etc.
 - C. SMI Skill ONE** – Conduct Production Planning Analysis – Backlog, Capacity, New Orders, Resources, etc.
- 2. BUILD STAKEHOLDERS’ TRUST and CONFIDENCE**
 - A. Production Analysis Presentation** – Production Situation, Present and Stretched Capacity for OTD!
 - B. Gain Customer Trust and Confidence** – Forecast Accuracy, Reliable Vendors and Operational Flexibility
 - C. SMI Skill TWO** – Present Production ‘Present Situation’ and Potential Challenges Post-Covid 19

PART C “ PRODUCTION OPERATIONAL PLANNING ”

- 4. FLUCTUATING DEMAND’ PLANNING**
 - A. Production Capacity Allocation Analysis** – High/Low Margin, Potential/Existing Customer and Seasonality!
 - B. Planning for Production Flexibility** – Increase/Reduce Output, NPI, High Value Orders/Customer, etc.!
 - C. SMI Skill FOUR** – Refocus Production Capacity to High Margin Production –Profitability!

5. ‘HIGH MARGIN’ PRODUCTION PLANNING

- A. Production ‘Hidden’ Capacity Analysis** – Reserve for High Value Customers and Profitable Orders
- B. Develop ‘High Margin Production Team’** – Team Capability, Capacity Allocation and Production Priority!
- C. SMI Skill FIVE** – Profitable Production Brainstorming – Change from Low Margin to High Margin Production

PART D “ DELIVER PRODUCTION COMMITMENT ”

6. PRODUCTION RESOURCES and INVENTORY PLANNING

- A. Critical Production Resources** – Developing New Production Leaders and Production Capacity!
- B. Vendor Inventory Commitment** – Consignment, Just-in-Time, Over/Under Order, Buffer Stocks and VMI
- C. SMI Skill SIX** – Production Leadership Development – Executive/Supervisor Capability and Commitment!

7. ANNUAL DYNAMIC PRODUCTION PLAN

- A. ‘New Normal’ Production Plan** – Productivity vs Profitable Objectives, Strategies and Action Plan
- B. Production Manager a Master Implementer** – Leadership and Confidence to Achieve the Impossible!
- C. SMI Skill Seven** – Develop and Implement and Strategic and Annual Production Plan