Inventory Strategy Management

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Doha (Qatar)



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Why This Course

Inventory plays a critical role in connecting demand, production, and distribution — yet mismanagement can lead to excessive costs, inefficiencies, and service disruptions.

In the era of global supply chain volatility, effective Inventory Strategy Management ensures that the right products are available at the right place, time, and cost.

This program provides participants with a strategic, analytical, and practical approach to designing and managing inventory systems.

It integrates demand forecasting, optimization models, digital tools, and risk-based planning, enabling organizations to reduce waste, enhance working capital, and strengthen supply resilience.

Through applied workshops, case studies, and quantitative analysis, participants will learn to transform inventory management from a reactive operational task into a strategic business capability that supports growth and competitiveness.

What You'll Learn and Practice

By joining this program, you will:

- Understand the strategic role of inventory in business performance and competitiveness.
- Learn to design and implement inventory policies and control frameworks.
- Master demand forecasting, replenishment, and order management techniques.
- Apply ABC/XYZ analysis, EOQ, and safety stock optimization models.
- Balance cost, service levels, and supply chain flexibility.
- Integrate technology, automation, and analytics into inventory systems.
- Manage inventory risks and disruptions through resilience planning.
- Build a data-driven inventory strategy aligned with organizational goals.



The Program Flow

Day 1: Strategic Foundations of Inventory Management

- The evolution of inventory management and its strategic importance.
- Inventory as a competitive advantage in modern supply chains.
- Types and functions of inventory — raw materials, WIP, finished goods, and spares.
- Inventory performance metrics: turnover, fill rate, service level, and carrying cost.
- Case study: Strategic inventory management at a global manufacturing firm.

Day 2: Forecasting, Planning, and Demand Alignment

- Principles of demand forecasting and its role in inventory strategy.
- Forecasting methods: qualitative and quantitative techniques.
- Integrating sales and operations planning S&OP with inventory decisions.
- Managing variability and seasonality in demand.
- Workshop: Developing a demand-driven inventory planning model.

Day 3: Inventory Optimization and Control Systems

- Economic Order Quantity EOQ, reorder point, and lead time analysis.
- Safety stock determination and service level optimization.
- ABC/XYZ segmentation and dynamic inventory control.
- Balancing inventory cost vs. availability trade-offs.
- Simulation: Designing an inventory control system to optimize working capital.

Day 4: Technology, Analytics, and Digital Transformation

- Role of ERP, MRP, and WMS systems in inventory management.
- Using data analytics and AI for demand sensing and optimization.
- Automation, IoT, and real-time visibility in inventory tracking.
- Performance dashboards and KPI-driven decision-making.
- Group exercise: Building a digital inventory performance dashboard.

Day 5: Risk, Sustainability, and Strategic Alignment

- Managing supply chain and inventory risks disruptions, obsolescence, shortages.
- Building resilient and adaptive inventory strategies.
- Sustainable inventory practices — circular economy and waste reduction.
- Aligning inventory strategy with business goals and financial performance.
- Final project: Developing an integrated Inventory Strategy Management roadmap.



Individual Impact

- Gain advanced knowledge in strategic and analytical inventory management.
- Strengthen decision-making and planning skills using real-world data.
- Learn to optimize inventory levels for cost efficiency and service excellence.
- Build confidence in integrating technology and forecasting tools.
- Position yourself as an Inventory Strategy Leader driving value across the supply chain.

Work Impact

- Reduce excess inventory and carrying costs while improving service levels.
- Strengthen demand planning, forecasting accuracy, and operational responsiveness.
- Enhance cash flow and working capital utilization.
- Improve cross-functional collaboration between procurement, operations, and sales.
- Build a sustainable, data-driven, and agile inventory management framework.

Training Methodology

This program combines quantitative analysis, strategic frameworks, and applied simulations to ensure both conceptual depth and real-world application.

Learning methods include:

- Case studies from global leaders in manufacturing and retail.
- Forecasting and optimization exercises using real data scenarios.
- Simulation workshops for inventory control and risk management.
- Group discussions and strategy development sessions.
- Toolkits, templates, and KPI frameworks for professional application.

Beyond the Course

Upon completion, participants will be equipped to design, implement, and lead strategic inventory management systems that deliver efficiency, flexibility, and resilience across the value chain.

Graduates of this program will emerge as Inventory Strategy Management Professionals — capable of transforming inventory operations into a strategic driver of performance and profitability.

