

# Course Content

## Demand Driven Leader (DDL)

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### Module 1: Today's Organizational Challenges

- Part 1: The Rise of Complexity
- Part 2: Leadership's Challenge
- Part 3: Flow as the Purpose
- Part 4: The Prerequisites for Relevant Information
- Part 5: Conventional Distortion to Relevant Information

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### Module 2: Conventional Challenges to Flow

- Part 1: Variability and Its Impact to Flow
- Part 2: Distortions to Relevant Information and Materials – Planning Systems
- Part 3: Distortions to Relevant Information and Materials – Finance
- Part 4: The Need for Thoughtware

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### Module 3: A New Management Model Emerges

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### Module 4: The Demand Driven Operating Model

- Part 1: Demand Driven Material Requirements Planning (DDMRP)
- Part 2: Demand Driven Scheduling and Shop Floor Execution

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### Module 5: Flow-Based Metrics

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### Module 6: Demand Driven Sales and Operations Planning (DDS&OP)

- Part 1: Tactical Configuration & Reconciliation
- Part 2: Tactical Review
- Part 3: Tactical Projection
- Part 4: Tactical Exploitation
- Part 5: Strategic Recommendation
- Part 6: Adaptive Sales and Operations Planning (Adaptive S&OP)

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### Module 7: The Demand Driven Adaptive Enterprise Model Development Path

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### Additional Free Module: DDMRP & DDS&OP with SAP

- The SAP Options – SCM APO, S4 HANA, IBP
  - DDMRP Operating Model & DDS&OP in SAP
  - Evaluating DDMRP for Your Company
  - Future Developments
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