

## Strategic Planning of Businesses: Essential Functions and Skills

### Exam Contents:

Strategic Management : 40%  
Sales and Operations Planning : 20%  
Master Scheduling : 40%

### High Level Definitions

**Strategic Management** manages demand, including making demand-based and generating demand when capacity and constraints. Strategic management includes (1) determining (1) order entry to order processing (2) determining forecast customer requirements, (3) capacity needs and (4) critical path requirements.

**Forecasting** attempts to predict sales or other characteristics to plan for the acquisition of resources or manufacturing to meet demand. It therefore may be based on quantitative information, results in quantitative independent business judgments. The accuracy of the forecast must be assessed and measured, and a forecast of quality data for independent demand.

**Distribution Resource Planning** is the planning of key resources to a distribution network, as well as the management of distribution networks.

**Master Scheduling** includes specifying ordering and processing orders from customer, distribution network and production operations. Order scheduling is organizing the customer requests and resources with the master schedule.

**Sales and Operations Planning** manages marketing plans with the development of the supply chain. The primary focus of the plan for sales, marketing, product development, manufacturing, ordering and financial resources integrated as a plan for product group and individual products. The S&OP is the blueprint plan for the near-to-term work, allowing for resource planning and to support business planning. Output includes:

- Sales plan
- Production plan
- Financial plan
- New product development plan
- Inventory / working plan

**Master Scheduling** includes activities to prepare the master production schedule (MPS). The MPS is defined as most the production plan according to the supply process. The MPS is the summarized master schedule used to specify product configurations. The MPS is a combination of production and a forecast of product demand. For order-to-stock companies, the MPS is used to derive all end product items. For assemble-to-order companies, the MPS is a combined parts options called planning bills. In a make-to-order

# Master Planning Of Resources Study Guide

**Roman Wölfel**



## **Master Planning Of Resources Study Guide:**

The book delves into Master Planning Of Resources Study Guide. Master Planning Of Resources Study Guide is an essential topic that needs to be grasped by everyone, from students and scholars to the general public. The book will furnish comprehensive and in-depth insights into Master Planning Of Resources Study Guide, encompassing both the fundamentals and more intricate discussions.

1. The book is structured into several chapters, namely:
    - Chapter 1: Introduction to Master Planning Of Resources Study Guide
    - Chapter 2: Essential Elements of Master Planning Of Resources Study Guide
    - Chapter 3: Master Planning Of Resources Study Guide in Everyday Life
    - Chapter 4: Master Planning Of Resources Study Guide in Specific Contexts
    - Chapter 5: Conclusion
  2. In chapter 1, this book will provide an overview of Master Planning Of Resources Study Guide. This chapter will explore what Master Planning Of Resources Study Guide is, why Master Planning Of Resources Study Guide is vital, and how to effectively learn about Master Planning Of Resources Study Guide.
  3. In chapter 2, this book will delve into the foundational concepts of Master Planning Of Resources Study Guide. The second chapter will elucidate the essential principles that need to be understood to grasp Master Planning Of Resources Study Guide in its entirety.
  4. In chapter 3, this book will examine the practical applications of Master Planning Of Resources Study Guide in daily life. The third chapter will showcase real-world examples of how Master Planning Of Resources Study Guide can be effectively utilized in everyday scenarios.
  5. In chapter 4, this book will scrutinize the relevance of Master Planning Of Resources Study Guide in specific contexts. This chapter will explore how Master Planning Of Resources Study Guide is applied in specialized fields, such as education, business, and technology.
  6. In chapter 5, the author will draw a conclusion about Master Planning Of Resources Study Guide. This chapter will summarize the key points that have been discussed throughout the book.
- This book is crafted in an easy-to-understand language and is complemented by engaging illustrations. It is highly recommended for anyone seeking to gain a comprehensive understanding of Master Planning Of Resources Study Guide.

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