

Sales & Supply... Friends or Foes?



Wednesday 12th May at Cranfield School of Management, Nr Milton Keynes

Enhancing communication between sales and production for better results

An interactive Sales & Operations Planning (S&OP) Business Game designed to demonstrate how the best possible business results can only be achieved through good communications and a clearly defined business process.

Throughout the course of the game MÖBIUS consultants monitor the discussions of the groups involved, provide feedback on the individual team results and the lessons that can be drawn from them.

This game is an excellent tool for raising awareness of how, by working together within a structured process, the sales and supply sides of a business can deliver the best possible results.

The Game itself:

Participants are divided into groups, each representing a company within an active market. Half the group assumes the role of the sales department, focusing on the demand side, whilst the other half assumes the role of order fulfilment planning, representing the company's supply side.

Each function (sales and operations) receives identical information on the previous month's performance with regard to sales and production, along with the inventory situation at the end of each month.

Programme:

> 09.00 – 09.30	Arrival & Registration	> 11.00	Game Play
> 09.30	Introduction	> 12.00	Debriefing
> 09.45	Game Play	> 12.45	Lunch & Finish
> 10.45	Break		

To book your place for this event please complete the registration form.

Alternatively contact us on: +44 (0) 1935 848527

Address & Directions:

[Cranfield School of Management](#)

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