Pharmaceutical Demand Forecasting Foundations Course

29 November – 3 December 2026
Muscat

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Training Center

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Ref: 1457_207565 **Date:** 29 November – 3 December 2026 **Location:** Muscat **Fees:** 5700 Euro

Overview

Pharmaceutical Demand Forecasting Foundations Course is a one-week practical programme for pharmaceutical supply planners, demand planners, procurement staff, inventory analysts, pharmacists, programme coordinators, and healthcare supply-chain professionals new to forecasting. Participants build a Pharmaceutical Forecast File connecting scope, product segmentation, data quality, consumption and morbidity approaches, assumptions, baseline calculations, programme adjustments, uncertainty, scenarios, forecast accuracy, collaborative review, and the forecast-to-supply handoff. Agile Leaders Training Center treats forecasting as a documented decision process within medicines supply management, without providing clinical prescribing, regulatory, tender-award, or confidential commercial advice.

Who Should Attend

- Pharmaceutical demand and supply planners
- Procurement and inventory professionals supporting medicines programmes
- Pharmacists and programme coordinators involved in quantification
- Health commodity analysts and logistics staff
- Healthcare supply-chain professionals beginning forecasting responsibilities

The course assumes basic familiarity with medicines, inventory, procurement, programmes, or health supply chains. It develops foundational planning and analytical practices and does not authorize prescribing, regulatory submissions, supplier selection, tender decisions, or product-specific commercial forecasts.

Departments and Industries

The course supports organizations that estimate medicine requirements and connect forecasts to supply planning.

- Hospitals, health systems, and pharmacy services
- Public health programmes and ministries
- Humanitarian and development health programmes
- Pharmaceutical procurement and distribution functions
- Supply-chain, inventory, planning, and programme teams

Learning Objectives

By the end of this course, participants will be able to:

- Define the purpose, scope, horizon, products, programmes, and users of a pharmaceutical forecast
- Map and assess consumption, service, morbidity, demographic, stock, and pipeline data
- Clean and adjust data while documenting assumptions and limitations
- Construct consumption-based forecasting and morbidity-based forecasting baselines
- Apply programme, seasonality, access, policy, and supply adjustments transparently
- Build demand scenarios and interpret uncertainty
- Measure pharmaceutical forecast accuracy and bias
- Complete a collaborative review and pharmaceutical supply planning handoff

Course Agenda

Day 1: Forecast Scope, Products, and Data Foundations

- Forecast Purpose, Decision, Horizon, and User Map
- Product, Programme, Facility, and Population Segmentation
- Consumption, Service, Morbidity, Demographic, and Logistics Data Map
- Data Availability, Completeness, Timeliness, and Consistency Check
- Forecast Governance, Roles, Calendar, and Evidence File

Day 2: Data Preparation and Baseline Methods

- Missing Data, Stockout, Substitution, and Outlier Review
- Data Cleaning and Adjustment Log
- Consumption-Based Forecasting Baseline
- Morbidity and Service-Based Forecasting Baseline
- Method Selection and Triangulation Record

Day 3: Assumptions, Adjustments, and Scenarios

- Population, Coverage, Uptake, and Access Assumptions
- Seasonality, Campaign, Guideline, and Programme Change Effects
- Product Introduction, Phase-Out, and Substitution Assumptions
- Base, Lower, and Upper Demand Scenarios
- Assumption Ownership and Sensitivity Review

Day 4: Accuracy, Review, and Forecast Improvement

- Actual-versus-Forecast Comparison
- Forecast Error, Bias, and Exception Analysis
- Root-Cause Review for Demand Variance
- Collaborative Forecast Review Meeting
- Forecast Revision, Version Control, and Approval Record

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Day 5: Forecast-to-Supply Handoff

- Lead Time, Stock Position, Pipeline, and Order-Cycle Inputs
- Forecast-to-Supply Reconciliation
- Supply Risk and Scenario Communication
- Forecast Assumption and Decision Brief
- Capstone: Pharmaceutical Forecast File

Practical Exercises

The course uses non-commercial scenarios from hospital pharmacy, public health, humanitarian, and multi-facility medicine supply settings.

- Suggested activity: assess a mixed pharmaceutical dataset and document usable evidence and gaps.
- Suggested activity: construct and compare consumption and morbidity forecast baselines.
- Suggested activity: create demand scenarios and record assumptions, ownership, and sensitivity.
- Suggested activity: review accuracy and hand a documented forecast into supply planning.

FAQs

Who should attend a pharmaceutical demand forecasting course?

It suits entry-level and developing demand planners, supply planners, procurement staff, inventory analysts, pharmacists, programme coordinators, and health commodity professionals.

What is health commodity quantification?

Quantification connects forecasting with supply planning. Forecasting estimates future requirements, while supply planning considers stock, pipeline, lead times, procurement cycles, constraints, and timing to support availability.

When is consumption-based forecasting appropriate?

It uses reliable historical issues or consumption as the starting point, with documented adjustments for stockouts, incomplete reporting, substitutions, programme changes, seasonality, access, and other known effects.

How is a morbidity-based forecast different?

It estimates requirements from population, condition or service assumptions, coverage, uptake, treatment or use parameters, and product needs. Teams document assumptions and compare results with other available evidence.

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What practical outputs will participants complete?

Outputs include a scope map, data assessment, cleaning log, two forecast baselines, assumption register, scenario range, accuracy review, collaborative review record, supply handoff, and pharmaceutical forecast file.