Stock Turn Improvement Techniques Training Course

Professional Development Training Course Outline

Category	Logistics and Supply Chain Management	**Duration**	5 Days
Base Fee	$1,500 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

In today's fast-paced business environment, effective inventory management is crucial for operational efficiency and profitability. Stock turn, also referred to as inventory turnover, is a key metric that reflects how quickly a company can sell and replace its stock within a given period. Stock Turn Improvement Techniques Training Course is designed to equip professionals with the knowledge, analytical tools, and practical strategies to optimize inventory levels, reduce holding costs, and enhance cash flow. Participants will gain insights into demand forecasting, supply chain integration, inventory classification, and performance monitoring to ensure that stock levels align with organizational objectives and market demand.

This course emphasizes actionable techniques, practical case studies, and industry best practices to drive measurable improvements in stock turn rates. Participants will learn how to identify slow-moving inventory, implement effective replenishment strategies, and leverage data-driven decision-making to enhance overall inventory performance. By integrating strategic planning with operational excellence, the course prepares professionals to contribute to their organizations' competitive advantage, improve profitability, and maintain optimal stock levels across multiple product lines.

Programme Curriculum

Stock Turn Improvement Techniques Training Course

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Course Objectives

1. Understand the fundamentals of stock turn and inventory turnover metrics.
2. Analyze inventory performance using key performance indicators (KPIs).
3. Apply demand forecasting techniques to reduce stockouts and overstock situations.
4. Implement ABC and XYZ inventory classification for better stock management.
5. Identify slow-moving and obsolete inventory for timely action.
6. Optimize reorder points and safety stock levels.
7. Integrate supply chain processes to improve inventory flow.
8. Leverage technology and software solutions for inventory monitoring.
9. Develop strategies to minimize holding and storage costs.
10. Use performance dashboards to track and improve stock turn ratios.
11. Apply lean inventory principles to increase operational efficiency.
12. Conduct root cause analysis for inventory issues and corrective actions.
13. Evaluate organizational stock turn policies for continuous improvement.

Organizational Benefits

- Enhanced inventory turnover and reduced stock holding costs.
- Improved cash flow and working capital utilization.
- Reduction in stockouts and backorders, ensuring higher customer satisfaction.
- Increased operational efficiency through lean inventory practices.
- Better demand forecasting and procurement planning.
- Stronger integration across supply chain departments.
- Data-driven decision-making for inventory optimization.
- Minimized losses from obsolete or expired stock.
- Improved supplier relationship management and order accuracy.
- Enhanced reporting and KPI monitoring for inventory performance.

Target Audiences

- Inventory and warehouse managers
- Supply chain professionals
- Procurement officers
- Operations managers

- Retail and wholesale managers
- Financial controllers and analysts
- Logistics coordinators
- Production planners

Course Duration: 5 days

Course Modules

Module 1: Fundamentals of Stock Turn

- Understanding inventory turnover ratios
- Key metrics and KPIs for stock management
- Importance of stock turn in organizational performance
- Common inventory challenges and solutions
- Case study: Stock turn assessment in a retail company
- Hands-on practical exercises

Module 2: Demand Forecasting Techniques

- Basics of demand forecasting
- Quantitative and qualitative forecasting methods
- Seasonal and trend analysis
- Reducing stockouts and overstocking
- Case study: Forecasting improvement in FMCG
- Practical application using sample datasets

Module 3: Inventory Classification (ABC & XYZ Analysis)

- Principles of ABC inventory classification
- XYZ analysis for demand variability
- Prioritizing inventory management efforts
- Aligning classification with procurement strategy
- Case study: Classification impact on stock efficiency
- Group exercises and simulations

Module 4: Identifying Slow-Moving and Obsolete Stock

- Methods to track slow-moving items
- Tools for identifying obsolete inventory
- Cost implications of slow-moving stock
- Strategies for liquidation or reallocation
- Case study: Reducing dead stock in manufacturing

- Interactive exercises

Module 5: Reorder Points and Safety Stock Optimization

- Calculating optimal reorder points
- Determining safety stock levels
- Balancing stock availability with holding costs
- Scenario analysis and adjustment strategies
- Case study: Safety stock optimization in distribution
- Hands-on calculation exercises

Module 6: Supply Chain Integration for Stock Efficiency

- Role of supply chain in stock turn
- Collaborative planning with suppliers
- Reducing lead times and delays
- Streamlining procurement and replenishment
- Case study: Integration impact on warehouse efficiency
- Team discussion and strategy development

Module 7: Technology and Inventory Monitoring

- Software tools for inventory management
- Real-time monitoring and reporting
- Using dashboards for decision-making
- Automating stock turn tracking
- Case study: Digital inventory systems implementation
- Practical demonstration with tools

Module 8: Lean Inventory and Continuous Improvement

- Lean principles for inventory optimization
- Eliminating waste in stock handling
- Continuous improvement cycles
- Tracking KPIs for long-term gains
- Case study: Lean implementation in a distribution center
- Action planning and improvement exercises

Training Methodology

- Interactive lectures and presentations

- Practical hands-on exercises
- Group discussions and brainstorming sessions
- Case study analysis for real-world application
- Simulations and role-playing activities
- Performance assessment through exercises and feedback

Register as a group from 3 participants for a Discount

Send us an email: info@fineskilltrainingcenter.org or call *+254769199797*

Certification

Upon successful completion of this training, participants will be issued with a globally- recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.
f. Payment should be done at least a week before commence of the training, to Fineskill Training Center account, as indicated in the invoice so as to enable us prepare better for you.

Upcoming Scheduled Sessions

Start Date	End Date	Location	Price
21 Sep 2026	25 Sep 2026	Online	$1,000
21 Sep 2026	25 Sep 2026	Physical	$1,500
21 Sep 2026	25 Sep 2026	Physical	$0
21 Sep 2026	25 Sep 2026	Physical	$0

Start Date	End Date	Location	Price
21 Sep 2026	25 Sep 2026	Physical	$0
21 Sep 2026	25 Sep 2026	Physical	$0
21 Sep 2026	25 Sep 2026	Physical	$0
21 Sep 2026	25 Sep 2026	Physical	$0

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Email: info@fineskilltrainingcenter.com | Website: www.fineskilltrainingcenter.com