



Continuing Education Hours Documentation Form

To: Jieting LIANG, LiYan, JIE XIONG, Yanchun Qin, Haixue Zhou, Weiqiong Ran, Guibin Li, Siqi Liao, Baini Guo, Yingqian Dai, Yan Luo, Ying Liu, Lin Peng, Lizhong Xiao, Ying Shen, Cheng Huang, Fang Li, Yanlan SHAO, Yangou Zhou, Xin Zhao, Shenxi Ai, Linjing WANG, Gang Yu, Lin Zhu, Meng Xi, Wang Wei Jia, Fan Xia, RUN ZHUO, Huiting Yao, Xiao Feng, XIN QI, XIANFENG WANG, Yongsheng Ren, Hong Xie, Xiaomin Zhu, Tiantian Shi, Qiyue Shu, qi hua, Yanfang Tan, YingZhang, GUO YAN, Guojun Wang, xiang feng, Heming Zhong, Wenbin.Feng, Jie Sun, Dan Wu, Zhengrong Yu, Xuan Zhang, Quan Zhang, Jie Shen, YEONSOO HONG, Qing Chen, ShengHui ZHAI, LEILI JIN, Qianyun Wang, Qi Guo, Ruili Zhang, Yifan WANG, MEIHUI WANG, Guang Zeng, YIQUNZHANG, XiuNong Lin, Zhenhua Pan, PEIWEN MAO, Junying Zhang, Chen Feng, Jun Hua, yi chen zhang, Liang Cao

From: SCOM

Event Description:

The poster hyperlink: https://mp.weixin.qq.com/s/B_RRyQr_f7VOCexcQxUkeA

Event Name: Interpreting the Global Top 500 SIOP Process of Sales and Operations Planning

Venue: Online ; **Event No.** 25520 **Date & Time:** August 20th, 2025; 20:00-21:30

Event Hours: 1.5h ; **Professional Development Points:** 1.5

Event Content

- The Historical Development of SIOP
- In the early 1980s, SIOP emerged to address supply and sales issues in enterprises. With the rise of ERP systems, it evolved into a strategic-level Integrated Business Plan. Future development trends of SIOP will also be shared.
- SIOP Corporate Case Studies
Compare the operational systems of Motorola and Apple to see how a weak supply chain can impact corporate strategy.
- SIOP Maturity Assessment Criteria
How can different departments connect? How can enterprises shift from a reactive to a proactive problem-solving approach? What are the differences in SIOP operations among enterprises?
- SIOP and Corporate Culture
Make strategy a part of daily life, turn processes into culture, and let incremental improvements become compound interest!
- Q&A



Instructor Introduction

Xi Nan Yu

- China Sales and Operations Manager, Fortune 500 US Company
- Master CPIM (Certified in Production & Inventory Management)
- CSCP (Certified Supply Chain Professional) Awarded by the American Production and Inventory Control Society
- DDPP (Demand Driven Planner Professional) Awarded by the Demand Driven Institute
- Siemens Lean Expert Recognition

Employer/Presenter's signature: _____

Martin Yu

