# Which APICS certification is right for you?

OVERVIEW of the CPIM, CSCP, and CLTD programs and exams


PRESENTERS:

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Senior Director, Professional Development

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APICS Senior Director, Certification

Kori Heinen, MS, PMP
Director, Product Development


APICS

# Our presenters

## Bob Collins, CFPIM, CIRM, CSCP, CPLP
## Senior Director, Professional Development

- 25 years as a Supply Chain professional (Practitioner and Consultant)
- Former APICS volunteer, instructor and BOD Chair
- 10 years on staff, responsible for courseware and instructor development

## Lisa Sallstrom, CAE, PMP
## Senior Director, Certification

- 8 years on staff, responsible for Certification exam development, committee management and worldwide test delivery
- 13 years of Certification Association Leadership
- Holds a Master's degree, Six Sigma Green Belt, Project Management Professional (PMP) and Certified Association Executive (CAE)

## Kori Heinen, MS, PMP
## Director, Product Development

- 20 years of training and development, product management
- Masters degree in Human Resource Development and Instructional Design
- 7 years working as product manager for APICS certification courseware, leading development of CSCP Learning System and CLTD Learning System

# What we'll cover today

- About APICS
- APICS certification programs
- Supply chain and logistics outlook
- The APICS certifications
  - What are they
  - Why are there three
  - Why are they critical to supply chain success
- CPIM Overview
- CSCP Overview
- CLTD Overview
- Special Offer
- Q&A

# APICS - Leading the Industry

APICS and APICS Supply Chain Council are the leading professional associations for supply chain and operations management and the premier provider of research, education and certification programs that elevate supply chain excellence, innovation and resilience.

## APICS Products and Services

- Membership
- Research and Publications
- Education
- Certification

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# APICS at-a-glance

## About APICS

- Professional association
- 2,000+ active volunteers
- 90+ staff
- Headquartered in Chicago
- Founded in 1957

## Membership

- 47,000+ members
- 100+ countries

## Channel Partners

- 207 North America chapters
- 103 international channel partners
- 47 countries, 5 continents

## Certifications / Endorsements

- Certified in Production and Inventory Management – (CPIM)
- Certified Supply Chain Professional – (CSCP)
- Certified in Logistics, Transportation and Distribution (CLTD)
- SCOR - Professional – (SCOR-P)

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# Ranking of Association Certifications

| Association/Certification | 1st | 2nd | 3rd | Weighted Total |
|---|---|---|---|---|
| APICS (CPIM/CSCP) | 229 | 76 | 18 | 857 |
| APICS Supply Chain Council (SCOR Professional) | 56 | 62 | 76 | 368 |
| ISM (CPSM/CSM/CPSD) | 44 | 56 | 42 | 286 |
| Project Manager Professional (PMI) | 20 | 52 | 38 | 202 |
| CSCMP (SCPro) | 22 | 28 | 14 | 198 |
| Chartered Institute of Purchasing & Supply | 14 | 15 | 12 | 136 |
| Chartered Institute of Logistics & Transport | 12 | 13 | 19 | 84 |

Source: SCM World's 2014 ranking of Supply Chain Associations Certification based on participant's ranking of top 3 associations

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# Supply chain outlook

- Supply chain is seen as a **strategic asset.** The post-recession global marketplace recognizes supply chain management as a **key driver** of business success and viability
- Supply chain management is a well-established role in **industries beyond manufacturing**, including retail, health care and technology
- Supply chain and operations management jobs are **in demand.**
- **200,000** U.S. supply chain jobs will go unfilled annually until 2018 for lack of qualified talent*

*Georgia Center of Innovation for Logistics, June 28, 2013

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# Gartner's 2016 Chief Supply Chain Officer Survey

- Survey's goal was to understand the business priorities of Supply Chain
  - Supply Chain strategies and capabilities
  - Supply Chain organization and talent
  - Supply Chain of the future
- Top priority investments that provided the most value:
  - Quality of product supply: 50%
  - Sales and operations planning: 41%
  - Supply chain analytics: 42%
  - Product development and portfolio management: 41%

2016 Chief Supply Chain Officer Survey, Gartner, Dana Stiffler, Research VP

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# APICS Body of Knowledge

- The *APICS Operations Management Body of Knowledge (OMBOK) Framework* is the basis for global industry standards in supply chain and operations management.
- The *APICS Dictionary* establishes accepted terminology including more than 4,000 terms for inter-organizational communication.

**Standard terminology = clear communications = better solutions**

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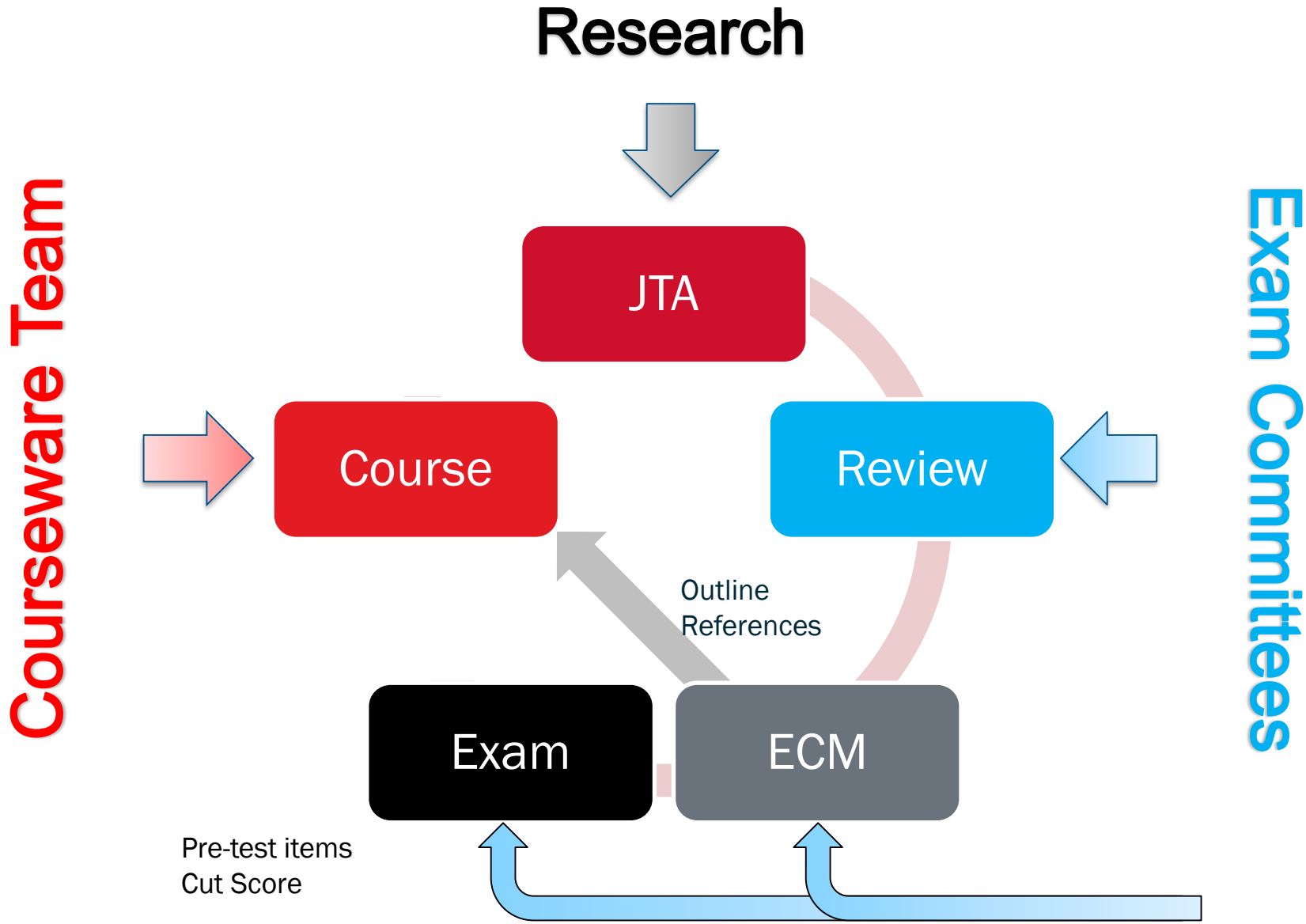
# APICS Exam and Courseware Process



# APICS Certification Benefits

## For Organizations

- Align activities with business objectives to streamline operations and drive profits
- Create common understanding, vocabulary, processes and frameworks within their entity to address their supply chain challenges and opportunities
- Maximize ROI on the systems and technologies within the organization
- Boost productivity, collaboration and innovation

## For Employees and Individuals

- Improve forecasting, inventory management, productivity and other operations
- Effectively manage supplier and increases customer relationships
- Enhance logistics, technology and data integration to improve performance
- Increase customer satisfaction and bottom-line results
- Contributes to salary increase, individual recognition and job-outlook marketability

# APICS Certification Programs

CPIM
CERTIFIED IN PRODUCTION AND INVENTORY MANAGEMENT

- **APICS Certified in Production and Inventory Management (CPIM)**
  In-depth understanding of internal operations

CSCP
CERTIFIED SUPPLY CHAIN PROFESSIONAL

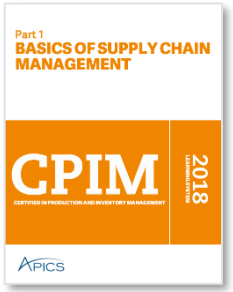
- **APICS Certified Supply Chain Professional (CSCP)**
  End-to-end supply chain management

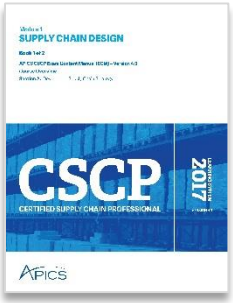
CLTD
CERTIFIED IN LOGISTICS, TRANSPORTATION AND DISTRIBUTION

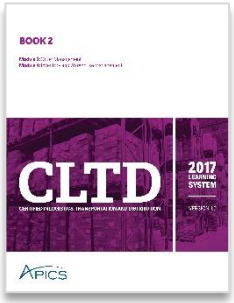
- **APICS Certified in Logistics, Transportation and Distribution (CLTD)**
  Master day-to-day functions of logistics, distribution and transportation

# “Which Certification is right for me?”

# What is your area of focus?




## Inside the four walls of your company?

- Product Forecasting
- Master Scheduling
- MRP
- Scheduling Operations
- Cycle Counting
- Inventory movement
- Receiving
- Capacity Planning

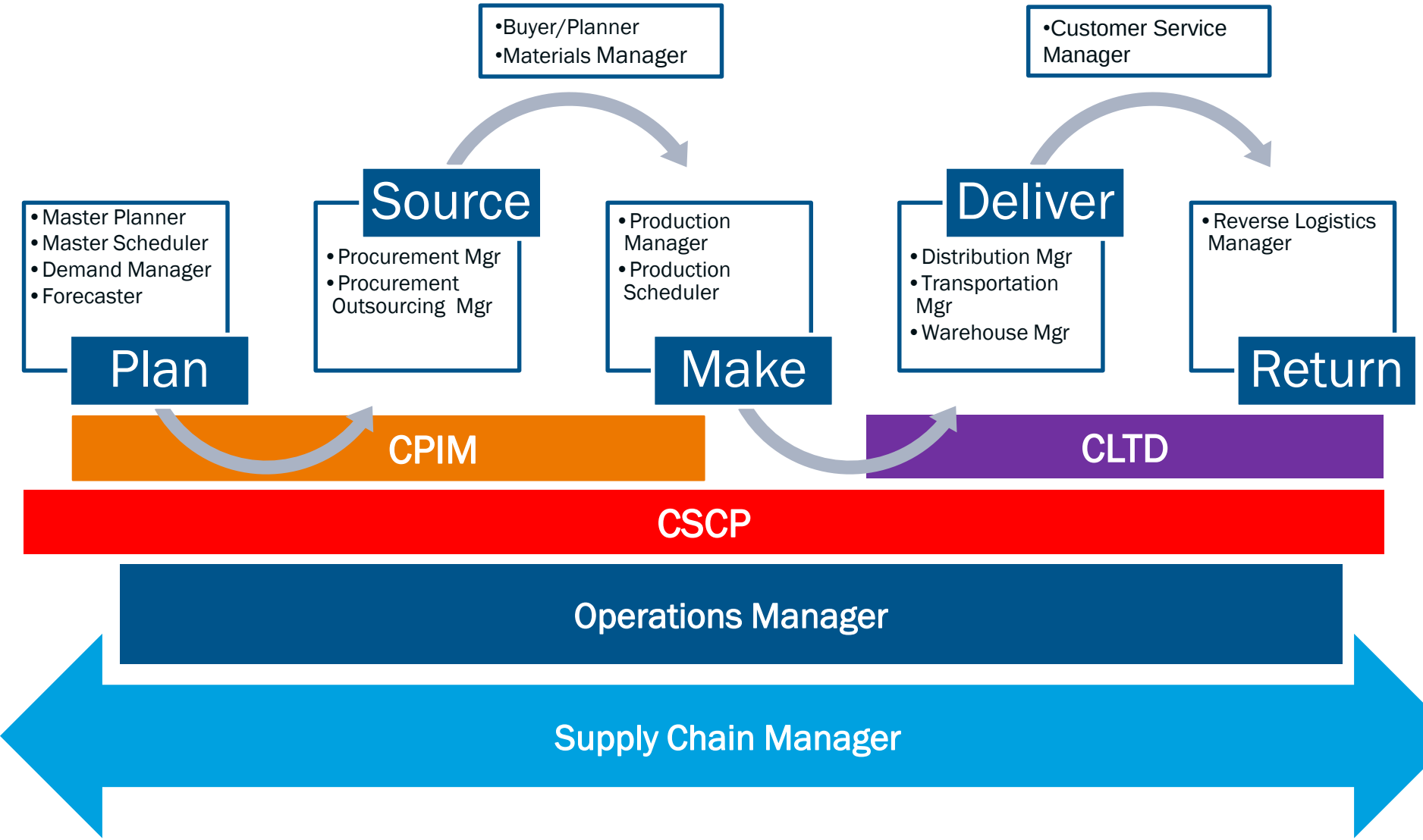
## Outside the four wall of your company?

- Supply Chain Design
- Supplier Management
- 3PL, 4PL
- Transportation
- Customs
- Distribution channels
- Customer Management

## On the “Deliver” and “Return” part of your company?

- Logistics management
- 3PLs and logistics services
- Direct or indirect manufacturing
- Transportation
- Distribution channels
- Importers/exporters

# People Advancing Supply Chain Today

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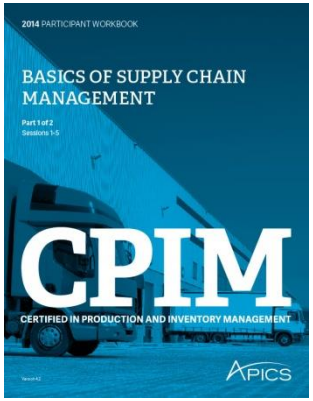
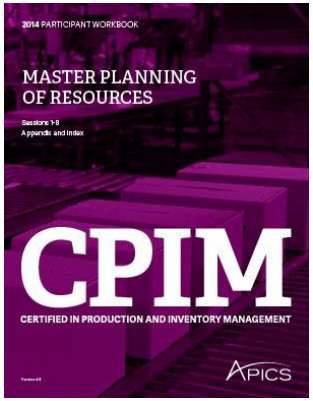
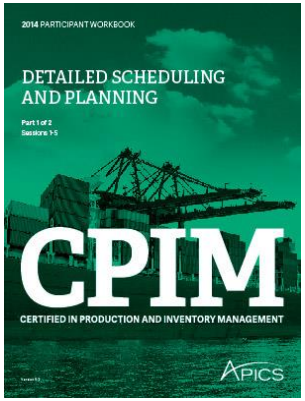
# CPIM

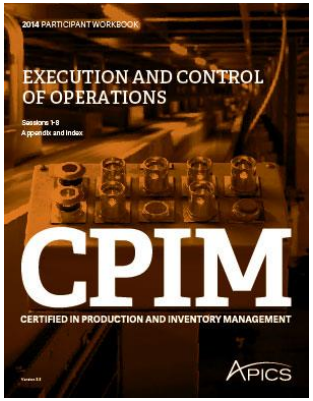
# What is the APICS CPIM program (now)?

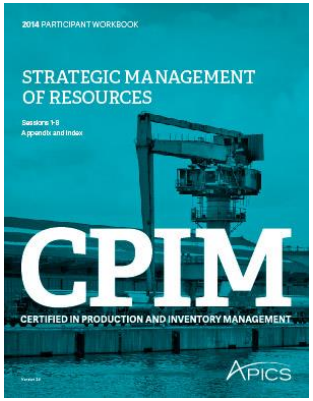
- Internal focus
- Encompasses the planning hierarchy, including inventory management, to improve many of the processes within your company
- Consistent with principles used in the creation of ERP systems
- No prerequisites or eligibility requirements.
- 5 year certification maintenance period



# Who is the APICS CPIM program designed for?

## Top 10 job titles of CPIM certification holders (2016)

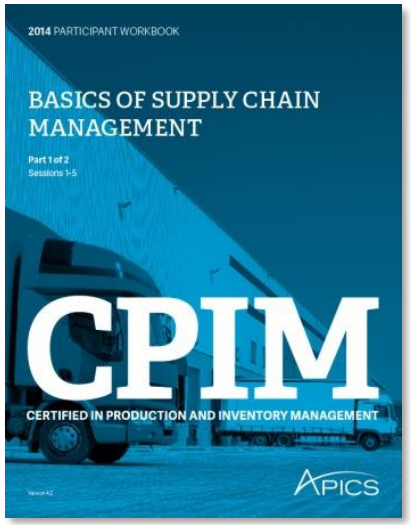
1. Buyer / Planner
2. Product Planner
3. Material Manager
4. Supply Planner
5. Manager
6. Consultant
7. Supply Chain Analyst
8. Inventory Analyst
9. Demand Analyst
10. Supply Chain Manager

Source: APICS certification

# APICS CPIM Preparation Resources

Most students take a class from one of our local partners, or within their company.

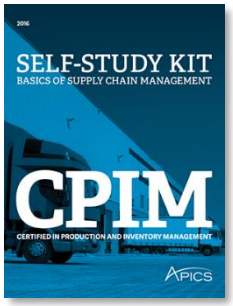
- Structure
- Guidance from instructor
- Discussions with other students



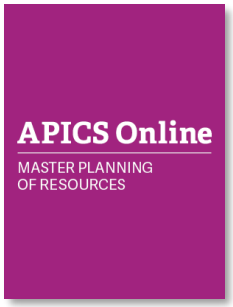

Fox Valley Technical College for Online

- Online
- Asynchronous
- Instructor Led

# APICS CPIM Preparation Resources




APICS CPIM Self-Study Kit - This new product presents CPIM information in an easy-to-understand, conversational format. The kit for each CPIM module includes the APICS CPIM Self-Study Guide, Exam Content Manual (ECM) and Exam Simulator. Kits are available in both printed and electronic formats.




APICS Online *Powered by Accenture* - These online courses cover the CPIM body of knowledge in a convenient and flexible format. It includes the APICS CPIM ECM and the Exam Simulator for each module.

APICS CPIM Exam Simulator - The exam simulator is designed to prepare and familiarize candidates with the web-based exams for each of the five CPIM modules. With over 300 practice questions per module, the questions are aligned with the current CPIM ECM.

# APICS CPIM Exam Details

- Exam offered across the globe
  - Pearson VUE test centers around the world
- Decide when to take the exam and register
  - Registration always open and testing is on demand
- Take the exam
  - Basics: 105 multiple choice questions; 80 scored
  - All other modules: 75 multiple-choice questions; 60 scored
  - Results delivered instantly at test center

For more information on the CPIM reconfiguration visit:
apics.org/cpim-reconfiguration

# Support for Both Configurations

Finish the current path?

Or

Finish using the new path?

- Part 1
- Part 2

BSCM – through 01/07/2018

MPR, DSP, ECO, SMR – through 12/31/18

For more information on the CPIM reconfiguration visit:
apics.org/cpim-reconfiguration

# CSCP

# What is the APICS CSCP program?

- External focus
- Encompasses end-to-end supply chain—including suppliers and customers
- Breadth across many topics, including globalization, IT enablement, logistics, service industry and more
- Exam Content Manual (ECM) consists of three diagnostics; but there is only one exam
- Eligibility requirements: work experience & education
- 5 year certification maintenance period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# Who is the APICS CSCP program designed for?

## Top 10 job titles of CSCP certification holders:

1. Supply Chain Manager
2. Consultant
3. Senior Consultant
4. Manager
5. Project Manager
6. Materials Manager
7. Supply Chain Analyst
8. Business Analyst
9. Logistics Manager
10. Operations Manager

Source: APICS certification


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# APICS CSCP Preparation Resources

- The APICS CSCP Learning System courseware consists of three reading modules (five books)
- Online educational activities, such as practice tests, learning activities, flashcards and more – 1 year of access
- Includes complimentary Exam Content Manual download

**90% of users recommend the Learning System for APICS CSCP exam preparation!**


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# APICS CSCP Exam Details

- Exam offered across the globe
  - Pearson VUE test centers around the world
- Decide when to take the exam and register
  - Registration always open
  - On demand testing
- Take the exam
  - One 3.5-hour timed exam
  - 150 multiple-choice questions; 130 scored questions
  - Results delivered instantly at test center


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# CLTD

# What is the APICS CLTD program?

- “Deliver” and “Return” focus
- Master essential knowledge for logistics, transportation and distribution professionals.
- Expand your outlook on the logistics field and bring new ideas to your workplace.
- Demonstrate your long term commitment to the growing logistics, transportation and distribution profession.
- Eligibility requirements: work experience & education.
- 5 year certification maintenance period.


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# Who is the APICS CLTD program designed for?

## Top 10 job titles of CLTD certification holders:

1. Logistics Director
2. President / CEO
3. Logistics Manager
4. Global Transportation Manager
5. Materials Manager
6. Supply Chain Manager
7. Operations Manager
8. Production Manager
9. Traffic Analyst
10. Consultant

Source: APICS certification


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# APICS CLTD Preparation Resources

- The APICS CLTD Learning System courseware consists of 8 modules (divided across four books)
- Online educational activities, such as practice tests, learning activities, flash cards and more – 1 year of access
- Includes complimentary Exam Content Manual download

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# APICS CLTD Exam Details

- Exam offered across the globe
  - Pearson VUE test centers around the world
- Decide when to take the exam and register
  - Registration always open
  - On demand testing
- Take the exam
  - One 3.5-hour timed exam
  - 150 multiple-choice questions; 130 scored questions
  - Results delivered instantly at test center


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# LEARNING OPTIONS

# Learning Options

Delivery options to match learning styles and budget:

## Instructor-Led Courses

- Combine self-study materials with expert instruction
- Discuss topics with your peers
- Classes offered by APICS Partners worldwide

## Individual Self-Study Program

- Study where and when your schedule allows
- Reading materials and online study tools

## Corporate/Group Delivery

- Volume discounts for 2 or more
- Choose self-study or instructor-led format
- Track group progress

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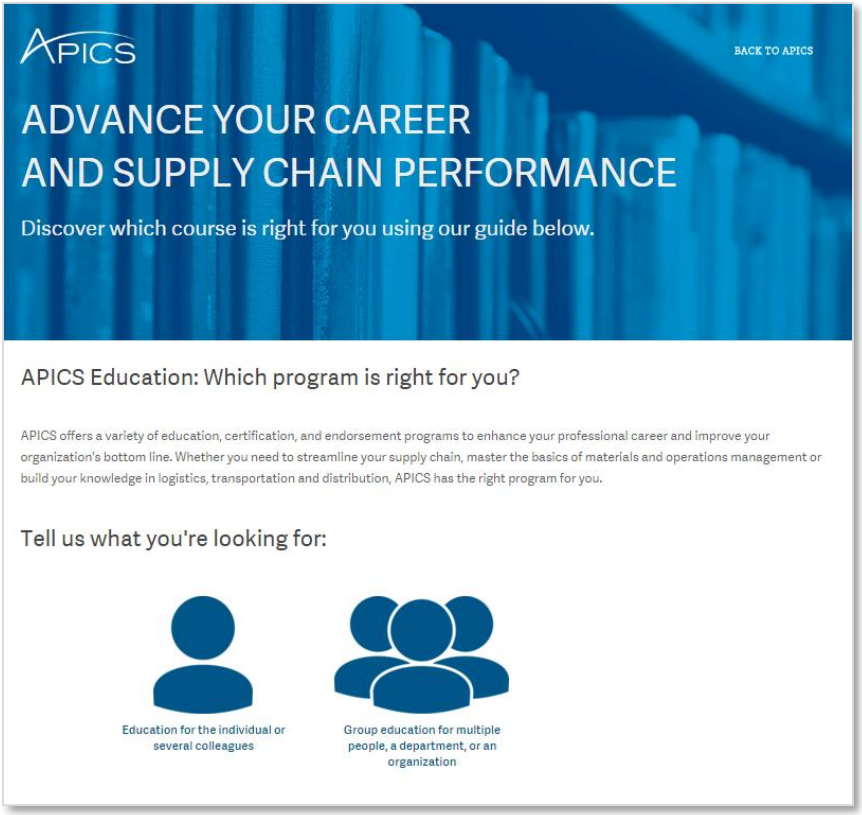
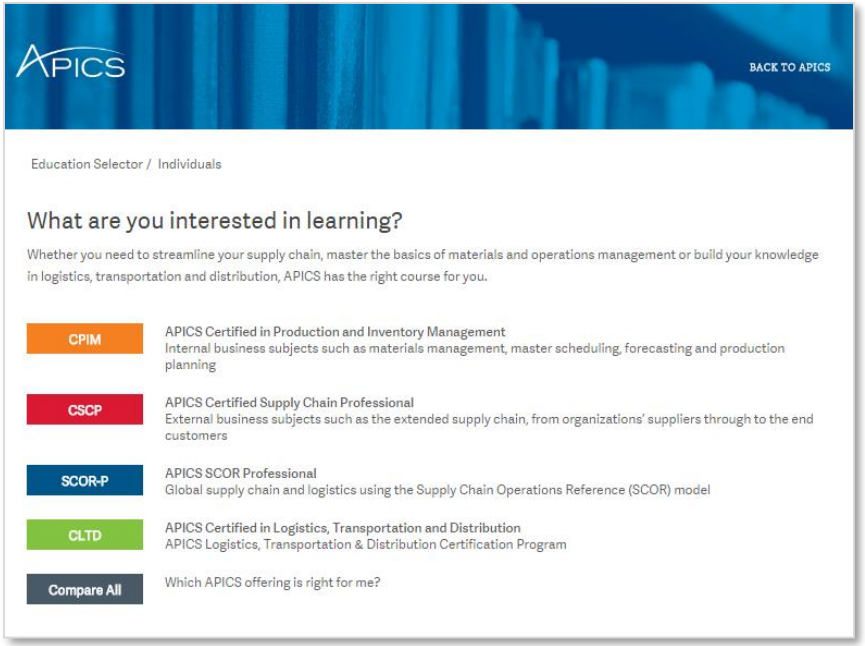
# Which program is right for you?




www.apics.org/education-selector

# Which program is right for you?

Take our Poll:

Which APICS certification best fits your job role?

- CPIM
- CSCP
- CLTD
- Undecided

# Special offers for webinar attendees

Place your order with the discount codes provided for the products listed below between **February 28 and March 10, 2016 to save!**

CPIM
CERTIFIED IN PRODUCTION AND INVENTORY MANAGEMENT

- **CPIM BSCM Self-Study Kit – print or e-download**
  Save $25 (USD), enter **discount code SAVE25**
  **apics.org/cpim/save25** or call 800-444-2742 (US) or +1-773-867-1777 (outside US)

CSCP
CERTIFIED SUPPLY CHAIN PROFESSIONAL

- **CSCP Learning System for individuals**
  Save $50 (USD), enter **discount code SAVE50**
  **apics.org/cscp/save50** or call 888-266-9079 (US) or +1-651-905-2664 (outside US)

CLTD
CERTIFIED IN LOGISTICS, TRANSPORTATION AND DISTRIBUTION

- **CLTD Learning System for individuals**
  Save $50 (USD), enter **discount code SAVE50**
  **apics.org/cltd/save50** or call 888-266-9079 (US) or +1-651-905-2664 (outside US)

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# Q&As

- Please submit your questions by selecting the questions tab on the toolbar on the right-side of your screen. Enter your question, and click “Send”
- A copy of the webinar recording and materials will be forwarded after this webinar and will be available on apics.org

To contact APICS:

www.apics.org

service@apics.org

Phone: 1-800-444-2742 or +1-773-867-1777

# 2017 APICS Certification Webinar Series

**WHY EVERY SUPPLY CHAIN PROFESSIONAL NEEDS THE APICS CSCP?**
**Date:** Thursday, April 6, 2017
**Time:** 12:00 PM - 1:00 PM CST

**WHY EVERY LOGISTICS PROFESSIONAL NEEDS THE APICS CLTD?**
**Date:** Wednesday, April 19, 2017
**Time:** 12:00 PM - 1:00 PM CST

**WHY YOU NEED THE APICS CPIM TO MASTER THE FUNDAMENTALS IN BUSINESS?**
In addition, the CPIM webinar will discuss the current legacy product and explain the exciting update to the certification planned for August 2017.
**Date:** Thursday, May 4, 2017
**Time:** 12:00 PM - 1:00 PM CST

Register today at apics.org/2017CertificationWebinars
Webinar attendees will be eligible for special promotional offers.

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