

APICS Education & You

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VP Education

APICS-Chicago



APICS

APICS is the leading association for supply chain professionals

- Premier provider of research, education and certification programs
- Elevate supply chain excellence, innovation and resilience

APICS education & certification programs are recognized globally

They set the industry standard of professional excellence

- APICS Certified in Production and Inventory Management (**CPIM**)
- APICS Certified Supply Chain Professional (**CSCP**)

Since **1957**, individuals & companies have relied on **APICS** for its superior training programs, internationally recognized certifications and worldwide network of accomplished industry professionals.

APICS currently has over **40,000** members globally.

APICS

APICS is a not for profit membership and educational association

- Headquarters: Chicago, IL USA

APICS curricula are updated annually by practitioners and educators

- This ensures that the curricula remains current and relevant

APICS Certification exams are “high stakes”

- All exams are psychometrically validated
- Exam content is developed independently from the courseware
- APICS exams are accredited by NCCRS

Globally, APICS has a presence of over 300 Chapters and Partners who support the members in various ways

- Professional Development Meetings
- Training Offerings

Who should pursue APICS Education/Certification

Professionals who need to expanding their knowledge of production, inventory management and supply chain management will benefit from APICS education & certifications

APICS courses are ideal for individuals working in:

- Production Management
- Inventory Management
- Operations
- Supply Chain Management
- Strategic Sourcing
- Procurement
- Purchasing
- Materials Management
- Warehousing
- Demand or Supply Planning
- Distribution
- Finance
- Cost Accounting
- Manufacturing Information Systems

How do APICS Certifications rate with Companies

SCM World's 2014 ranking of Supply Chain Associations Certifications

- Participants asked to rank their top 3 associations

Association/Certification	1st	2nd	3rd	Weighted Total
APICS (CPIM/CSCP)	229	76	18	857
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

Certification Pays

Similar to the surveys conducted in previous years, it is extremely encouraging to note that the share of respondents who have earned APICS certifications continues to increase.

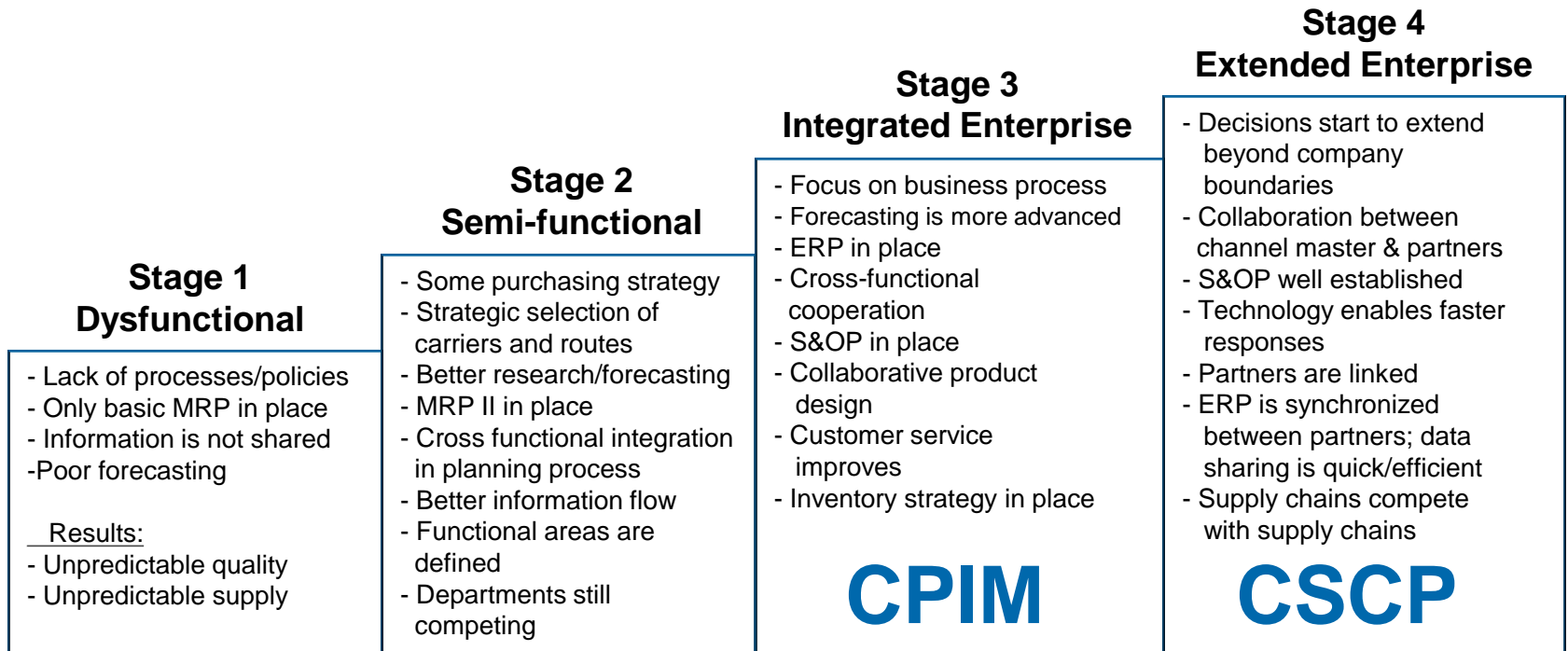
Table 7: Average total compensation by certifications

Certification	% of respondents with certification	Average % increase in compensation*
APICS CSCP	25.2 percent	18 percent
APICS CPIM	49.9 percent	8 percent

*Compared to respondents without the certification

The Operations Management Employment Outlook—Year End 2013
The University of North Carolina Wilmington & APICS

APICS Certifications and Their Role in Supply Chain Evolution



Supply Chain Evolution is discussed in Module 1 of CSCP

APICS Certified in Production
and Inventory Management
(CPIM)



Planning

Finance

Purchasing

Information Technology

Production

Logistics

Inventory

APICS Certified
Supply Chain
Professional
(CSCP)



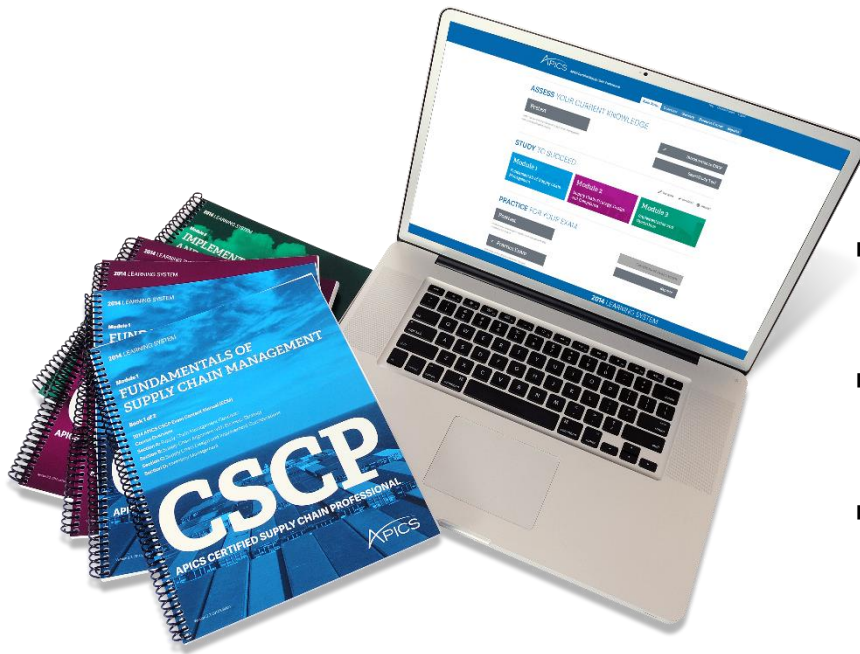
**Supplier
Relationship
Management**

**Customer
Relationship
Management**

APICS Certified Supply Chain Professional (CSCP)



Certified Supply Chain Professional (CSCP)



- Since 2005, CSCP provides an in-depth view of the end-to-end supply chain, including logistics, aligning supply chain & corporate strategies, risk management, CRM, SRM, sustainability, and more.
- APICS CSCP is a single course
- 1 examination to earn certification
- Courseware includes:
 - 1,100 pages of content
 - A series of online tools

People who study CSCP...

Align supply chain strategies with competitive priorities

Are involved in the “**make or buy**” decision for particular components

Are responsible for **SRM, CRM, S&OP, SC systems**

Align systems and processes within the organization

With a thorough understanding of supply chain employees can

- Create/execute strategies that drive bottom line results
- Improve productivity by looking beyond internal operations

Certifies mastery of the entire supply chain –

- From your suppliers...through the operation... to your end customer

Over **17,000** professionals have earned the CSCP designation

CSCP Curriculum Overview...one course, one exam

Module I – Supply Chain Fundamentals	Module II – Strategy, Design, Compliance	
<p>The SCOR Model Vertical & Horizontal Integration Supply Chain Management Objectives Accounting & Financial Basics</p> <p>Supply Chain Alignment with Business Strategy Competitive Advantages Organizational Capabilities & Strategy Resolving Misalignment</p> <p>Supply Chain Design Continuous Improvement</p> <p>Inventory Management The Need for Inventory Material Flow Functions of Inventory Inventory-Related Costs Financial Effects of Inventory</p> <p>The Fundamentals of Logistics Role of Logistics in SCM Logistic Service Providers Reverse Logistics</p> <p>Understanding Market Segments How to Segment Markets</p> <p>Demand Planning Forecasting / Demand Management Functional Responsibilities and Interfaces</p> <p>Customer Relationship Management (CRM) - Need/Scope/Elements/Benefits/Implementing Using Customer Information in CRM</p> <p>Supply Management Total Cost of Ownership Make vs. Buy Analysis Outsourcing and Off-Shoring Buyer-Supplier Relationships Introduction to SRM</p>	<p>Sustainability Perspectives - Economic / Environmental / Social The UN Global Compact Triple Bottom Line</p> <p>Risk Management Identification/Mitigation/Response Security/Regulatory Concerns ISO 31000 Principles/Guidelines</p> <p>Globalization Free Trade Zones Trading Blocs Operational Considerations Implications of Globalization</p> <p>Logistics Transportation Warehousing Trade-offs Customer Service</p> <p>Managing the Supply Chain Supply Chain Performance Responsiveness vs. Efficiency</p> <p>The Role of Technology in the Supply Chain Key Application Tools Data Acquisition & Communication Supply Chain Design & Optimization Inter-Organization Integration Tools Electronic Business</p> <p>Influencing and Prioritizing Demand Designing Products and Services Marketing & Selling Matching Customer Orders to Supply</p>	<p>Customer Relationship Management Strategy Using Technology to Implement CRM Measuring Customer Service Challenges in Implementing CRM</p> <p>Supplier Relationship Management (SRM) Supplier Selection Developing SRM Strategies Creating Alliances with Suppliers Using Technology to Implement SRM Measuring SRM</p> <p>Inventory Planning & Control</p> <p>Module III – Implementation & Operations</p> <p>Supply Chain Dynamics Variability in Demand & Supply Synchronizing Supply & Demand Managing Internal Sources of Supply Implementation of S&OP</p> <p>Managing Supply from Internal Sources Implementation of the S&OP Plan Measuring Performance</p> <p>Managing External Sources of Supply Communicating Requirements and Priorities Supplier Performance Management Supplier Certification</p> <p>Implementation of Demand Plans Demand Prioritization Capturing and Communicating Point-of-Sale Data</p> <p>Continuous Improvement Philosophies Continuous Improvement</p>

Certification

North America

- Pearson VUE – computer based testing
- CSCP - specific testing windows throughout the year

Eligibility Requirements to sit for CSCP Exam

- 5 years of related business experience, or
- APICS CPIM, CFPIM, or CIRM and 2 years of business experience, or
- Bachelor's degree and two years of related business experience

Exam costs:

- \$630.00 – Members
- \$830.00 – Non-members
- \$450 – retake fees

CSCP Test Windows

APICS CSCP in North America

- March 21 – May 9, 2015
- July 11 – August 29, 2015
- October 31 – December 19, 2015

NOTE: Next CSCP Classes to be offered in May & August– 6 Saturdays over 8 weeks

APICS Success Story: Intel

Intel has trained over 250 CSCP's since 2005

Participants come from a variety of disciplines including

- Supply Chain
- Operations
- IT/Systems

Participants come from a variety of geographic locations including North America

- China, Costa Rica, India, Ireland, Malaysia

CSCP has provided Intel with

- A foundation for critical thinking and objectivity
- Proven frameworks for addressing opportunities & challenges
- A singular vocabulary
- A set of industry standards to align with

Intel employees hold 296 APICS certifications

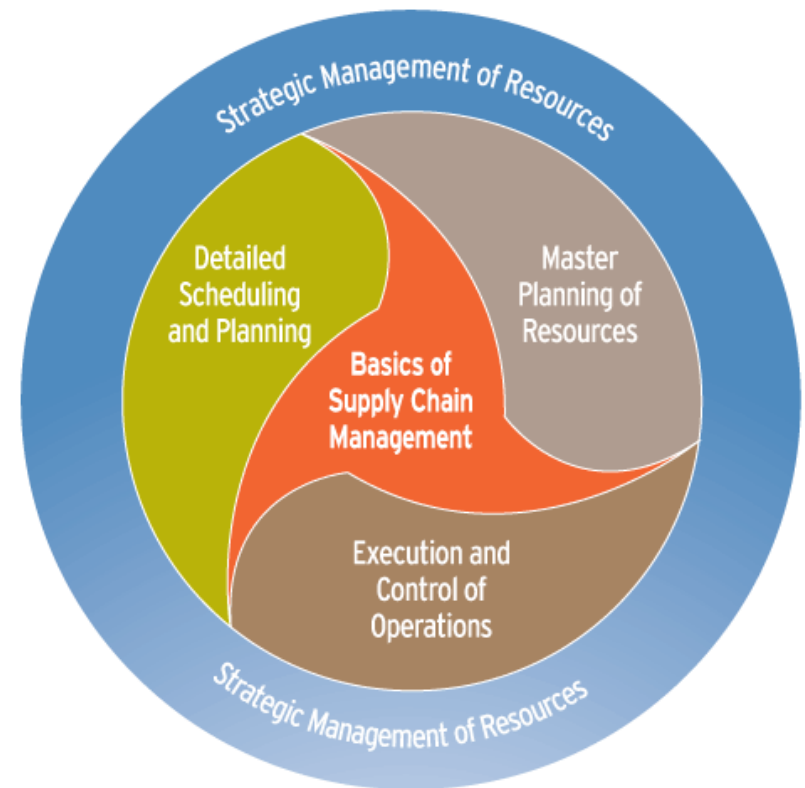
Certified Production and Inventory Management (CPIM)



APICS Certified in Production and Inventory Management Program

APICS CPIM provides

- Increased efficiency across organizational operations
- Understanding of production and inventory activities within the internal operations of a company
- In-depth view of materials management, master scheduling, production planning, forecasting, and quality improvement within the confines of the operation



Benefit of APICS CPIM for Employees

- Improve efficiency across the processes of your organization's supply chain
- Increase profitability by optimizing your organization's inventory investment
- Maximize ROI on systems and technologies
- Predict outcomes more accurately
- Amplify functional knowledge of production and inventory management
- Achieve greater confidence and industry recognition
- Accelerated career development and better employment opportunities

Benefits of APICS CPIM for Organizations

- Create a common understanding, vocabulary, processes, and frameworks within their entity to address their supply chain challenges and opportunities
- The proven knowledge and organizational skills to strategically streamline operations
- The tools to effectively manage global supply chain activities where suppliers, plants, distributors and customers are located around the world
- The ability to interact with existing resources and your ERP system to increase the efficiency of the workplace environment
- Boost productivity, collaboration, and innovation

APICS CPIM Certification Exams

- To earn the APICS CPIM designation, operations management professionals must successfully complete five exams
- Duration of the exam: 3 hours
- The Basics exam has 105 questions with 80 that are actually scored and 25 pretest
- The other exams have 75 questions with 60 actually scored and 15 that are pretest
- Certificate and credentials provided upon successful completion of the fifth certification exam
- The APICS CPIM designation has a maintenance requirement every 5 years
- 2015 Costs: Member \$165, Non-member \$250

Questions?