

# LEADERSHIP CENTRAL

Channel partner news and resources

## Register early for APICS 2018

The early bird deadline is quickly approaching! Register by June 30 to take advantage of discounted full conference registration. Also, book early to ensure a room at the headquarters hotel, the Hyatt Regency Chicago. The Hyatt is the hub for all things APICS 2018 — all sessions and events will take place on the property, making it very convenient for attendees. As a Channel Partner, you receive a special RSVP code and a reduced bundle price which includes full conference registration and access to exclusive partner leadership activities.

### Registration information

- North American partners: Register your chapter officers with code **CHLS**
  - Registration prior to June 30: \$1049
  - Registration prior to July 31: \$1149
- International channel and premier channel partners: Please contact us at

[partnerservices@apics.org](mailto:partnerservices@apics.org)

**Special Conference events for APICS partners:** Please kick off APICS 2018 with us on Saturday, September 29. In the afternoon, network and learn during meetings for either North American chapters or our global channel partners. In the evening, all partners are invited to celebrate our APICS community success stories during an awards dinner.

[Learn more and register!](#)

### LEAD ARTICLE

[Register early for APICS 2018!](#)

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# Channel Partner Development

## Leadership Central (Live) webinar invite

APICS Global Channel & Alliances is excited to harness the passion and power of our community with the live version of *Leadership Central* on June 28 (12 p.m. CT). It's your opportunity to share in the discussion and engage with your peers in a global, virtual meeting space. We hope you join us for the entire session! Or simply join for the topics that interest you — the format is flexible and informal.

Highlighted topics:

- Student Case Competition — your opportunity to engage with local colleges and universities and build your APICS leadership pipeline!
- Bulk membership upload tool — helps partners upload new members directly into the APICS system
- Certification updates — our Certification team provides timely updates for partners
- News from channel partners meeting in the EMENA region and the Top 50 Chapter Symposium

[Register Today!](#)

## EMENA partners meeting

APICS recently hosted our EMENA partners meeting in Brussels, attended by 28 partners with a total of 45 participants. During the event, a productive interactive session with partners and instructors brought several recent wins and opportunities to light. Discussion covered the CPIM transition, positive corporate client feedback, instructor tips to enhance the flipped classroom, and the web-enabled training pilot program.

Thank you to all our attending APICS partners for your valuable ideas and feedback!



## Updates and Reminders

### Update your 2018–2019 board roster by June 30, 2018!

Chapter/channel partner organizations are required to review and update their board rosters on [apics.org](http://apics.org) by the end of June to designate the president/equivalent and key board officers for the next term. The current-year board roster was automatically renewed to the new board roster year. However, we ask the current president/equivalent to review and update your new 2018–2019 term in Partner Connect no later than Saturday, June 30, 2018. Please make any necessary changes per the APICS Partner Agreement, which requires partners to maintain a current officer list in Partner Connect.

View a step-by-step guide to review and update your roster in [Partner Connect](#).

[View the Guide](#)

## CBAR Update - 2018 Deadlines and New Submission Process

The introduction of the Partner Development Committee (PDC) and the [One APICS Community](#), brings changes to Chapter Benchmarking and Reporting (CBAR) program. *All chapters*, even those not participating in the recognition program, must acknowledge their intentions by accessing the portal. To simplify the submission process, the only *document required* for upload is the Progressive-Scale worksheet.

Documentation will be uploaded to the [CBAR Submission Portal](#). This portal also provides the opportunity to submit chapter success stories and examples of innovative initiatives.

The new CBAR Progressive-Scale Worksheet and Handbook Version 6.0, introduced to chapters in 2017, is available on [apics.org](#) in C-Box, under the “[Partner Management](#)” tab: [CBAR Worksheet and Handbook](#). This new worksheet is to be used by chapters for the 2017–2018 CBAR program year (July 1–June 30). All submissions are due *July 31, 2018*. Worksheet reviews will be managed by the Partner Development Committee.

If you have questions, please contact [chapters@apics.org](mailto:chapters@apics.org).

## APICS Case Competition

As we look forward to the final round of the 2017-2018 APICS Case Competition during APICS 2018, we are proud to present the 2018-2019 Case Competition. APICS is pleased to continue our collaboration with Deloitte Consulting LLP for this exciting global event.

Consider participating as a sponsor, faculty advisor, volunteer mentor or judge, or competing student team. To learn more and get involved, visit the [Case Competition site](#).

## Membership News

### Corporate Membership

1. Watch the [corporate membership webinar](#) recording on C-Box, if you haven't already.
2. Read the provisions and [sign up here](#).
3. Register your opportunities [here](#).
4. Improve your earnings potential!

[APICS Corporate Membership](#)

## New APICS Virtual Career Fair!

APICS is excited to announce the first APICS Virtual Career Fair, taking place 12-3 p.m. ET on

August 22, 2018. This is a great new opportunity for you or any members looking for a new career opportunity. Connect live with employers seeking to hire top supply chain talent — from the comfort of your home or office!

Access the event through your computer, tablet or smartphone and engage with employers one on one. You'll be able to see the opportunities available and information about each organization, and choose which organizations you want to interact with. [Learn more](#) and register for free!

[Employers](#) can also take advantage of early bird discounts to participate!

## Certification News

### CPIM courseware and exam deadline reminders

We would like to remind you of the following CPIM five-module legacy program deadlines to ensure that your candidates have everything they need to complete their certifications in 2018.

- **June 30.** Last day to purchase the MPR, DSDP, ECO and SMR participant workbooks, self-study kits and exams (except for exam retake ATTs).
- **December 15.** Last day to purchase exam retake ATTs.
- **December 31.** Last day to take the legacy MPR, DSP, ECO and SMR exams.
- **December 22.** Last day to purchase ATTs with exam credits. This is important because **candidates will NOT be able to redeem their exam credits for the CPIM legacy exams** past the December 22 deadline, even if the exam credit expiration is past this date (i.e., December 23-31).
- **There will be no exceptions to the deadlines.**

### CPIM and CLTD bundle assignment

We would like to remind partners who have purchased CPIM and CLTD bundles to [assign the vouchers](#) for the exams as soon as you know the candidates' names. This helps ensure that candidates have enough time to purchase their ATTs and schedule their exams within the valid time frame.

[CPIM & CLTD Bundles Information](#)

## Encourage your students to take their exams

Remind your students that on average, **candidates who take their exam within three months of their studies have a much higher pass rate** than those who wait. Encourage them to begin with the end in mind, have them purchase their ATT with their valid Exam Credit, review the [Test Taking Tips](#) and put together a plan to ensure their certification success.

## Instructor Development Program Updates

### IDP online workshop: “Engaging Learners II: Working with Students between Class Meetings — F2F and Online”

August 21, 2018  
10-11 a.m. CT

Learn new ways to increase student retention in both face-to-face and online environments. You'll discover techniques that enable you to leverage APICS Learning System tools to drive student-centered learning. We will demonstrate instructional strategies in a sample CLTD session.

[Register today!](#)

### Applied Instructor Skills (AIS) course in October

October 3, 2018  
8 a.m.-5 p.m. CT

Join us after APICS 2018 for a live AIS class and learn a wide variety of instructional techniques! This course builds on the foundation developed in the prerequisite APICS Train the Trainer (TTT) and Learning Dynamics for Instructor (LDI) courses. It is the perfect venue for instructors to experiment with new instructional techniques for the APICS body of knowledge.

[Register today!](#)

## Channel Partner Marketing and Communication Tools

## C-Box marketing page updates

APICS is proud to announce a suite of improvements to the C-Box section: [Marketing and Sales](#). These pages have been reorganized and updated, and new tools added. The next time you're looking for APICS marketing and sales resources, try looking on C-Box. This is part of an ongoing partner enablement improvement initiative, and there's more to come!

## Ordering Learning System materials

Online ordering. Visit the special online ordering portal for APICS partners. Each chapter/partner has a designated person who is set up to place orders.

- **Log in to:** [store.partnerrrc.com/APICS/partners](https://store.partnerrrc.com/APICS/partners).
- **Purchase**
  - Learning Systems
  - Student slide books
  - Instructor kits

If you have questions about ordering:

North American partners — contact Michele Morrison [michelem@holmescorp.com](mailto:michelem@holmescorp.com).

International partners — contact Carrie Dahl [carried@holmescorp.com](mailto:carried@holmescorp.com).

## Learning System tip of the month: APICS CPIM Learning System online question update

A few months ago, after receiving many comments, APICS asked the SME subcommittee to review all 2100 quiz, assessment and exam questions in the two CPIM Learning Systems. They identified 350 questions that required additional review and some edits. These issues ranged from missing a word or a letter to questions that were poorly written or needed complete replacement. There also were some questions that were actually valid and good but required some input from the SMEs. Corrections were made, a few questions were scrapped, and some new questions were written and reviewed again.

All 2100 questions came from the CPIM study tools and exam simulators. They were moved directly into the Learning Systems (“cut and pasted,” not retyped) without review because the questions had been used for four years or longer. Although during that time period APICS did not receive any complaints about the problematic questions, we took the recent comments and inquiries seriously and made the necessary changes.

The question update process is now complete. References to the previously replaced questions have been removed from the “Updates” section of the online Learning System Resource Center. Learning System users will see the new, updated questions immediately.

# APICS in the News

## Top posts from the Thinking Supply Chain blog

[Thinking Supply Chain](#) is the official APICS blog, featuring insights, analyses and ideas from experts and leaders. Each week, we update the blog with new content to help advance supply chains. Read on for our top posts from the past quarter.

- [Maximize Warehousing Advances to Win in the " Now Economy"](#)
- [How to Spot Leading and Lagging Key Performance Indicators](#)
- [Ensuring CPG Supply Network Flexibility with Tactical S&OP](#)

## Favorite APICS media coverage in May

### Average salary for supply chain professionals \$85,210 in 2017

This article covers the key findings of APICS's first annual salary survey and includes a quote from Abe Eshkenazi sourced from the news release.

[READ MORE](#)

### Women Climbing Supply Chain Ranks Find a Growing Salary Gap

This feature covers the key findings of APICS's first annual salary survey that point to a gender pay gap in the field. The piece is supported by insight from Abe Eshkenazi, sourced from his interview with the publication. The article was also shared in the WSJ Logistics Report newsletter.

[READ MORE](#)

Also, [press clippings](#) from January through May are now available.

We welcome partners to share the great press we're receiving — but when you do, please be sure you reference the source and link to the article if it's online. If the article is print only, you must obtain a licensed reprint in order to share the article.

# Save the Date

## Upcoming 2018 APICS events

### APICS 2018 | September 30–October 2, 2018

Join us in Chicago for APICS 2018, the leading supply chain conference! [Learn more and register today!](#)

Find global [learning opportunities](#) near you or explore the [APICS 2018 Events Guide](#) for more detail.



8430 W. Bryn Mawr Ave.  
Suite 1000  
Chicago, IL 60631  
USA

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