Certified in Logistics, Transportation and Distribution

CLTD

Bob Collins, CFPIIM, CIRM, CSCP
Senior Director, Professional Development
Our Presenters

Bob Collins, CFPIM, CIRM, CSCP  
APICS 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  
APICS Senior Director, Certification  
- 7 years on staff, responsible for Certification exam development, committee management and worldwide operations  
- 12 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  
- 6 years working as product manager for the APICS CSCP Learning System
What we’ll cover today: APICS Certified in Logistics, Transportation and Distribution

- About APICS
- CLTD Development
- CLTD Learning System
- CLTD Group Learning Options
- CLTD Exam
- Pricing and Special Promotions for CLTD in 2016
- 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
APICS At-a-Glance

Membership
- 46,000+ members
- 100+ countries

Channel Partners
- 195 North American chapters
- 103 international channel partners
- 47 countries, 5 continents

About APICS
- Professional association
- $27.6 MM annual revenue in 2015
- 2,000+ active volunteers
- 90+ staff
- Headquartered in Chicago
- Founded in 1957

Certifications
- Certified in Production and Inventory Management – CPIM
- Certified Supply Chain Professional - CSCP
## 2014 Ranking of Association Certifications

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

Source: SCM World’s 2014 ranking of Supply Chain Associations Certification based on participant’s ranking of top 3 associations
APICS/AST&L Merger

- APICS merged with the American Society of Transportation and Logistics (AST&L) in 2015.
- Better integration of logistics, transportation and distribution in the end-to-end supply chain.
- Replacing AST&L’s Certified in Transportation and Logistics (CTL) certification and create the new, expanded CLTD.
APICS CLTD Certification Program Development

Program Goals and Purpose

- Advance APICS mission; foster advancement of the profession
- Extend APICS value in additional domains of the supply chain
  - Create additional APICS-AST&L merger value
  - Serve existing members, attract new members
- Elevate awareness, professionalism, and knowledge/skills of Logistics, Transportation & Distribution practitioners
  - Serve as voice of the Logistics profession
  - Meet the market needs for a larger audience of Logistics practitioners and their employers
  - Set the global standard for Logistics best practices

APICS Vision Statement
APICS—the world’s leading community for end-to-end supply chain excellence.

APICS Mission
Fostering the advancement of end-to-end supply chain management through a body of knowledge, innovative research, systems, and methods to create value for customers, members, and organizations.
Who Should Consider CLTD?

### Employer Types
- 3PLs and logistics services
  - Asset based, non-asset based
- Manufacturing firms
  - Direct or indirect
- Retailers
- Government/military
- Mega-construction
- Energy production/supply
- Large distributors
- Importers/exporters
- Service industry providers
- Consulting firms

### Industry Sectors
- Automotive
- Commodities & industrial
- Defense & government
- Food & beverage
- Healthcare
- Energy, oil, & gas
- Pharmaceuticals & chemicals
- Retail
- Technology
- Humanitarian aid

### Transportation/Distribution Subdomains
- Air cargo
- Contract logistics
- Freight forwarding
- Intermodal
- IT solutions
- Road freight
- Ocean freight
- Warehousing

### Job Titles
- Logistics manager/engineer
- Logistician/analyst
- Logistics planner/specialist
- Distribution manager
- Global sourcing, import/export
- Inventory and logistics
- Supply chain logistics
- Traffic manager/analyst
- Transportation/fleet mgr
- Vendor managed inventory
- Warehouse operations mgr
- Warehousing distribution
- Reverse logistics

### Key Geographic Areas
- North America
- Europe
- Africa
- Middle East
- Japan & Korea
- SE Asia & Australia
- Brazil/CESA
- China/Hong Kong
Body of Knowledge Development

Overall Approach

- Market Needs Assessment (Market Research, Demographic Analysis, Interviews of Key Stakeholders)
- BOK Research
  - Reviewed Core References
  - Reviewed Job Listings to Identify Core Competencies, KSAs
  - Reviewed APICS Distribution and Logistics Managers Competency Model for alignment
- Logical Job Analysis
  - Selected World-Class SME Team
  - Completed BOK Outline Development
  - Validated and Finalized Core Reference List
- BOK Weighting and Exam Specification
Eight content areas have been identified, with the following relative weighting:

<table>
<thead>
<tr>
<th>Diagnostic part</th>
<th>Main topic</th>
<th>Percentage of exam</th>
</tr>
</thead>
<tbody>
<tr>
<td>I</td>
<td>Logistics and Supply Chain Overview</td>
<td>8%</td>
</tr>
<tr>
<td>II</td>
<td>Capacity Planning and Demand Management</td>
<td>8%</td>
</tr>
<tr>
<td>III</td>
<td>Order Management</td>
<td>10%</td>
</tr>
<tr>
<td>IV</td>
<td>Inventory and Warehouse Management</td>
<td>17%</td>
</tr>
<tr>
<td>V</td>
<td>Transportation</td>
<td>22%</td>
</tr>
<tr>
<td>VI</td>
<td>Global Logistics Considerations</td>
<td>17%</td>
</tr>
<tr>
<td>VII</td>
<td>Logistics Network Design</td>
<td>10%</td>
</tr>
<tr>
<td>VIII</td>
<td>Reverse Logistics and Sustainability</td>
<td>8%</td>
</tr>
</tbody>
</table>

Exam Content Manual (ECM) Preview available online at: www.apics.org/ecm-previews
APICS CLTD: Eligibility Requirements

Apply to take the APICS CLTD exam

To earn your APICS CLTD designation, you must pass one comprehensive exam. Prior to taking the exam, you must be eligible. Eligibility applications must be received two weeks prior to the day you register for the exams.

To be eligible for the APICS CLTD designation, you must have:

- 3 years of related business experience or
- Bachelor’s degree or the international equivalent*, or
- CTL, CSCP, CPIM, CFPIM, CIRM, SCOR-P, C.P.M., CSM or CPSM designations

*APICS defines the international equivalent of a Bachelor’s degree as the level of study that would qualify an individual for a graduate program in the country where the undergraduate degree was earned.
Student Materials

- Reading Materials
  - 8 modules covering key domains
  - Approximately 950 pages
  - Available in print and e-reader formats

- Web-based reinforcing tools

2017 CLTD Learning System Available: July 1, 2016 (Self-Study)
The APICS CLTD Learning System

Print Modules

- Eight modules with approximately 950 pages reflect the most current APICS CLTD body of knowledge

Web-based study tools

- Access educational activities to support reading module content:
  - Pre-test and post-test
  - SmartStudy plan
  - Section quizzes
  - Progress reports
  - Practice exam - emulates the actual computer-based exam format
  - Glossary and eFlashcards
  - Resource center
  - Mobile access to reading modules, study tools and resources
  - Online access for one year

Each module available in print and/or e-reader
WELCOME
Welcome to the Certified in Logistics, Transportation and Distribution (CLTD) Learning System. This online learning center, combined with the reading materials, is designed to provide a personal path toward success. You are encouraged to use all of the tools found within this system to best prepare you to sit for the CLTD exam.

GETTING STARTED
To gain the most from this system, we recommend you begin by reviewing this online tutorial and discover how to optimize your learning experience.

FOLLOW THESE STEPS TO SUCCESS!

STEP 1
ASSESS

Your Current Knowledge With the Pretest

Watch the CLTD Introduction video.
Complete the Pretest.
Create a personal SmartStudy plan.

STEP 2
STUDY FOR SUCCESS

Read the learning modules.
Utilize the practice quizzes.
Review the flashcards.

STEP 3
PRACTICE TO TAKE YOUR EXAM WITH CONFIDENCE

Complete the Practice Exam.
Take the Practice Exam simulation.
Watch the exam preparation video.

RESOURCE CENTER
Instructor Materials

- Classroom PowerPoint slides
- Instructor Resource Book
- Additional optional final exam (paper-pencil)

Therefore: Self-Study and study group primary methods of preparation until Nov 1

2017 CLTD Instructor Materials Available: November 1, 2016 (Instructor-Led)
CLTD Group Learning Options
Edition 2017, Version 1.0

Instructor-Led

- APICS chapters in the United States, Canada, and Mexico, and APICS international partners outside North America will begin offering APICS CLTD preparation courses at the end of 2016 or early 2017.

Study Groups

- As an alternate study option, many APICS partners will be offering study groups. Please contact your local chapter or partner for CLTD study options in your area.

Corporate Group contacts

- Organizations looking to educate small or large groups of employees using the APICS CLTD training materials and take advantage of volume discounts for groups of two or more can contact:
  - APICS Corporate Services at corporateservices@apics.org or bobbyq@learncltd.com
APICS CLTD Exam

- Computer-based testing globally with Pearson VUE

- Offered on demand, starting October 1, 2016

- Will contain 150 multiple-choice questions (20 pre-test questions)

- Candidates have 3.5 hours to complete

- Scaled score range 200-350, minimum passing score is 300

Unscored CLTD Exam Available: October 1, 2016
Scored CLTD Exam Available: January 1, 2017
APICS CLTD: Launch Timeline

- **6 Apr ‘16**
  - CLTD Exam Content Manual (ECM) preview available

- **1 Jul ‘16**
  - CLTD Learning System available
  - Start self-study and study groups
  - Eligibility application available
  - Exam purchasing begins

- **1 Oct ‘16**
  - CLTD pilot exam available
  - Scores received January 2017

- **1 Nov ‘16**
  - CLTD Instructor Kit available

- **1 Jan ‘17**
  - CLTD scaled score exam available on demand globally through Pearson VUE

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APICS CLTD: Learning System and Exam Pricing

CLTD Learning System:
- Member: $895
- Non-member: $1,195

CLTD Exam:
- Member/Student Member: $475
- Non-member: $525
# APICS CLTD: Launch Incentives

<table>
<thead>
<tr>
<th>Learning System offer</th>
<th>Exam offer</th>
</tr>
</thead>
<tbody>
<tr>
<td>- US$100 off (until 1\textsuperscript{st} Oct) ($795 – Member/$1,095 – Nonmember)</td>
<td>- $100 off and Free retake (if needed)</td>
</tr>
<tr>
<td></td>
<td>Must purchase by 1\textsuperscript{st} Oct</td>
</tr>
<tr>
<td>- US$ 50 off (until 31\textsuperscript{st} Dec) ($845 – Member/$1,145 – Nonmember)</td>
<td>Must take exam by 31\textsuperscript{st} Dec</td>
</tr>
<tr>
<td></td>
<td>- US$100 off exam</td>
</tr>
<tr>
<td></td>
<td>Must purchase &amp; take exam by December 31, 2016</td>
</tr>
<tr>
<td></td>
<td>($375 – Member/$425 Nonmember)</td>
</tr>
</tbody>
</table>
Next Steps. . .

**Step 1:**
- Purchase CLTD Materials
- Learning System early July, 2016
- Authorization to Test (ATT) before October 1, 2016
- Set up exam before December 31, 2016

**Step 2:**
- Study for Exam
  - Form study groups (recommended) or
  - Study independently

**Step 3:**
- Write/Take CLTD Exam
  - Pilot Exam Period (unscored)

**Step 4:**
- Pass Exam!
  - You will know if you passed by the end of December, 2016.
And YOU... 

...can be **Certified in Logistics, Transportation and Distribution** by January 1, 2017!

AND, become one of the **FIRST APICS CLTD DESIGNEES**!
CLTD Program Information

For more information on the CLTD certification program and preparation options visit:

- apics.org/cltd
- apics.org/education-selector/cltd
- learncltd.com

View the online demo:

- learncltd.com/free-demo
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 available on apics.org.

To contact APICS:

www.apics.org

service@apics.org

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

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