CPIM TRANSFORMED FOR TODAY’S BUSY PROFESSIONAL
Our Presenters

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APICS Director, Product Development
▪ Responsible for APICS courseware product development
▪ 15 years academic and professional publishing and product development
▪ 10 years working with professional member associations

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Director, Certification
▪ Responsible for all APICS credential programs
▪ 10 years in certification and test development
▪ 10 years in not-for-profit and association management

Meghan Glass, PMP
Project Manager, Holmes Corporation
▪ CPIM 2018 Learning System project manager
▪ 9 years project managing academic programs and curriculum development
▪ Former College & University Instructor
What We’ll Cover Today

- What is CPIM? And who is it designed for?
- What is the new CPIM certification program?
- Why should I earn the CPIM?
- How do I study for the new CPIM program?
- Taking the CPIM exams
- Pricing
- Special Pre-Sale Promotion
- Q&A
WHAT IS CPIM?
WHO IS IT DESIGNED FOR?
What is the CPIM program?

- Internal focus
- Increase functional knowledge of production and inventory management
- Maximize ROI on the systems and technologies within the organization
- Master the tools needed to effectively improve internal operations
- Gain knowledge to apply principles of ERP software to cover various critical functions within the organization
- Increase customer satisfaction by delivering Lean/Just-in-Time products and services
APICS Certification Programs – 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 walls of your company
- Supply Chain Design
- Supplier Management
- 3PL, 4PL
- Transportation
- Customs
- Distribution channels
- Customer Management

“Deliver” and “Return” part of your company
- Logistics management
- 3PLs and logistics services
- Direct or indirect manufacturing
- Transportation
- Distribution channels
- Importers/exporters
Why APICS CPIM is critical to supply chain success?

- The supply chain is all about **cooperation and collaboration**
- Supply chain management professionals need to understand the **interactions and inter-dependencies** across the functions, and the often conflicting pressures and imperatives of the various participants
- CPIM can provide tools to help you improve operations, increase customer satisfaction and company profit.
- CPIM provides **insights** into how the various pieces work together and what tools, approaches, technologies and measurements support and encourage achievement of supply chain objectives
- A CPIM designation **demonstrates** a grasp of that knowledge and documents the individual’s competence for the benefit of both the individual and the organization
Who is the APICS CPIM program designed for?

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
WHAT IS THE NEW CPIM?
CPIM Transformed to Today’s Busy Professionals

- Prepare for and pass only 2 exams, CPIM Part 1 and CPIM Part 2 to earn the CPIM credential.
- Updated format delivers the same CPIM knowledge and skills in a focused program to meet the training needs of today’s busy supply chain professionals.
- Streamlined certification experience gets you certified faster.
- Simplified and focused study materials condenses the time and effort it takes to prepare for the CPIM exam.
- The new CPIM Learning System is a proven APICS certification preparation method that combines reading materials with online practice tests and tools.
What is the transformed APICS CPIM program?

The CPIM program is for all levels of supply chain professionals.

- Universally recognized entry-level supply chain training.
- Foundation for earning the CPIM designation.
- Comprehensive supply chain training for internal operations.
- Earn CPIM designation by passing both CPIM Part 1 and CPIM Part 2 exams.

<table>
<thead>
<tr>
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<tbody>
<tr>
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HOW DO I STUDY FOR THE NEW CPIM PROGRAM?
The APICS CPIM Learning System

Reading Modules (print and digital)

- Over 1500 pages of content

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**Web-based study tools**

- Access educational activities to support reading module content with over 2000 practice questions.
  - Pretest and Posttest
  - SmartStudy plan and Reporting track progress
  - Section quizzes, Case Study, Glossary and Flashcards
  - Practice exams - emulate the weighting and timing of the computer-based exam format
  - Resource Center includes a complimentary download of APICS CPIM ECM
  - Mobile access to reading modules, study tools and resources
  - Online access for one year
Steps to success

1. Choose your Study Method
2. Plan your Studies
3. Study the Materials
4. Practice the Concepts
5. Take the Exam
Step 1: Choose your study method

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

Step 2: Create a study plan

How much time will you need to study?

- Every person learns differently and at a different pace.
- The new CPIM Learning System is designed for adult learners.
- Specifically created to condense the time it takes to prepare for the CPIM exams with CPIM-focused content, learning tools and practice questions.
- Learning System is set up to help you identify and focus on topics that you need to master to complete the certification process.
- SmartStudy tool provides options depending on the time you have to commit to studying.
- Start early
- Once you’ve created your plan, stick to it!
Pretest

Order promising is defined as the process of:

- Making a delivery commitment.
- Entering an order.
- Staging order content.
- Routing the order for credit approval.

Submit
SmartStudy Tool

APICS CSCP Exam Weighting By Section

- Fundamentals of Supply Chain Design: 34%
- Supply Chain Planning and Execution: 43%
- Supply Chain Improvement and Best Practices: 23%

Section Knowledge Gap Analysis

- 34% Related to CSCP Exam Weighting
- 36% Related to CSCP Exam Weighting
- 23% Related to CSCP Exam Weighting

There are three factors you should consider when developing your study plan: 1) the weighting of each section on the CSCP Exam, 2) your supply chain management knowledge and experience in each area, and 3) the amount of time you can dedicate to studying.

The blue bar indicates the weighting of each section on the CSCP Exam. This is the percentage of questions from each section on the CSCP Exam. You can judge the relative importance of each area.

The blue bar represents your weighted comfort score percentage (factors in your previous score and experience) in relation to each section. In other words, this percentage indicates how confident you feel about the content within that area based on the information you provided in this worksheet.

Determining Your Study Plan

Use the graph above to help you identify where your knowledge gaps exist, as indicated by the difference you see in the red and blue bars. For example, if the blue bar is significantly lower than the red bar, you may want to spend additional time thoroughly reviewing the study materials within that section. Conversely, if the red bar is significantly lower, you may want to allocate more study time to those areas.

On the other hand, if the blue bar and the red bar are relatively close, you may not need to spend as much time on those areas. You can then use the chart to determine how much time you need to allocate to each section based on your personal study plan and your knowledge gaps.

Total Time: 200 hours

Estimated Time Per Section:
- Fundamentals of Supply Chain Design: 40 hours
- Supply Chain Planning and Execution: 60 hours
- Supply Chain Improvement and Best Practices: 100 hours

Note: This chart is intended as a guide and may need to be adjusted based on your personal study plan.
Step 3: Study the materials

There is no substitute for reading the modules – either printed or digital version.
The Dictionary defines upstream and downstream as follows.

**Upstream:** Used as a relative reference within a firm or supply chain to indicate moving in the direction of the raw material supplier.

**Downstream:** Used as a relative reference within a firm or supply chain to indicate moving in the direction of the end customer.

The exhibit shows that a supply chain provides certain distinct functions, such as supply, consolidation, manufacturing, distribution, wholesale, and retail. These are called echelons. An echelon can contain many entities that are serving that particular supply chain function, but it is still just one echelon. A given supply
Videos
Step 4: Practice the concepts
Step 4: Practice the concepts

- Complete all online quizzes and learning activities
- Review your online reports
  - Click the “Reports” button in the online menu
  - Take note of the sections where you had the lowest scores
  - Be sure to look at the rationales for the correct answers
- Focus your final review on low scoring sections
  - Go back to the reading materials and review the sections where your quiz and test scores were the lowest
  - Re-take the corresponding online quizzes
- Take the Practice Exams
  - Pearson VUE exam simulator
Step 4: Practice the concepts

Which of the following types of production planning and control systems is most appropriate for a job shop environment that is competing on short lead times?

- Project management
- Drum-buffer-queue and buffer management
- Make-to-order
- Material requirements planning
Study Tips

- Choose the right study method for your learning style
- Set your exam date to avoid procrastination
- Set a study plan, enter it into your calendar, and commit to it
- Know your strengths and weaknesses
- Study the Exam Content Manual
- Determine your “knowledge gaps” and use the Smart Study Tool to spend extra study time in these areas.
- Understand how to apply concepts; go beyond memorization
- View the *Techniques for Successfully Taking APICS Exams* video
- Be prepared for the testing center and the test format
Additional CPIM Study Resources

- **APICS CPIM Exam Content Manual (ECM)**
- **APICS Exam Handbook Exam Procedures**
- **APICS Dictionary 14th edition**

- APICS test-taking tips
- Techniques for taking APICS exams video
- Learn It App. Available free through the Apple App Store for iPhone and Google Play for Android
Step 5: Take the Exam

- Exam offered across the globe
  - Pearson VUE test centers around the world

- Decide when to take the exam
  - Registration always open
  - On demand testing

- Purchase the exam

- Schedule and take the exam
  - One 3.5-hour timed exam
  - 150 multiple-choice questions; 130 scored questions
  - Results delivered instantly at test center
Step 5: Take the Exam

- All questions are based on the current CPIM body of knowledge, as defined in the CPIM Exam Content Manual
- First, read the directions carefully
- Read each question carefully and thoroughly
- Choose the BEST answer
- Skip questions that are unfamiliar or seem too difficult
- Return to the unfamiliar or difficult ones later
Checklist for exam day

✓ Arrive at the test center at least 30 minutes early

✓ Bring the proper IDs (see Handbook)

✓ Online calculators will be provided

✓ Only translation books are allowed

✓ Phones and dictionaries are not allowed (see Handbook)

✓ No breaks unless test center manager is notified (timing of test will not stop)

✓ You’ll receive results immediately
After exam day

- Email notification sent
- Proudly show off your new designation in LinkedIn
- APICS credentials verification
- Maintenance program
A few common questions you may have...
## What does it cost?

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<thead>
<tr>
<th>CPIM Learning System (Self-study)</th>
<th>Part 1</th>
<th>Part 2</th>
<th>Total</th>
</tr>
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<tbody>
<tr>
<td>APICS PLUS Member</td>
<td>$395 (US)</td>
<td>$495 (US)</td>
<td>$890 (US)</td>
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<tr>
<td>APICS CORE and Nonmembers</td>
<td>$545 (US)</td>
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For more information, visit [learn.apics.org/cpim](http://learn.apics.org/cpim)

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<tr>
<th>CPIM Bundle – Part 1 and Part 2 Learning Systems and Exams</th>
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<tr>
<td>APICS PLUS Member only - $200 (US) SAVINGS!</td>
<td>$1,680 (US)</td>
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Instructor-led courses include the Learning System and total costs vary by provider – visit [www.learn.apics.org/course-providers/](http://www.learn.apics.org/course-providers/) to find a local class and inquire about fees.

Volume discounts available for 2 or more programs. Visit [www.learn.apics.org/cpim/corporate/](http://www.learn.apics.org/cpim/corporate/) to find out more.
How can I find the money to earn the CPIM?

- **Tap into Tuition Reimbursement** – APICS Chapters and Academic partners across the country offer on-site, instructor-led courses that may qualify for employer tuition reimbursement programs.

- **Corporate Training Budgets at Your Company** – Many companies have budgets set aside for corporate training programs that are different from tuition reimbursement funds.


- **Job Training Programs and Military benefits** – Depending on your situation, you may qualify for job training programs or military benefits through your state or country.
How do I find the time to earn the CPIM?

- Rarely a perfect time to commit to certification.

- Preparation for the certification exam doesn’t have to take over your entire life.

- We recommend studying a minimum of **75 hours** for the CPIM exam. And **taking the exam within 3 months** of finishing the Learning System.

- **SmartStudy tool** included in the CPIM Learning System helps you create a realistic study plan that works for your life. Focus on the areas you need to study most.

- **Learning System** is great for adult learners that are busy professionals. It takes you down the path you need to work through the content and get you to exam day.
Where are you in your CPIM Journey?

Take our Poll:

- Haven’t started CPIM
- Studying for BSCM exam
- Completed BSCM, ready to begin Part 2
- CPIM Certified
Be one of the first to get started in the new CPIM program!
Special Learning System pre-sale offer for webinar attendees

Order the individual CPIM Learning Systems between August 8 – 31, 2017 and provide the discount codes below for to save!

Discount code NEWCPIM50 for $50 off the individual Part 1 or Part 2 learning systems:

CPIM Part 1 Learning System:
- APICS PLUS Member $395 USD ($345 with pre-sale offer)
- CORE/Nonmember $545 USD ($495 with pre-sale offer)

CPIM Part 2 Learning System:
- APICS PLUS Member $495 USD ($445 with pre-sale offer)
- CORE/Nonmember $645 USD ($595 with pre-sale offer)

Discount code NEWBUNDLE100 for $100 off the CPIM Learning Systems and Exams Bundle (Part 1 and Part 2):
- For APICS PLUS Members ONLY (you can purchase PLUS membership at the same time as your bundle purchase)
- $1,680 USD ($1,580 with pre-sale offer)
- Total bundle savings $300!

HOW TO ORDER
- learn.apics.org/cpim/order
- Call 888-266-9079 (toll-free in the US) or +1-651-905-2664 (outside US), Monday-Friday, 8 a.m. – 5 p.m. CT, UTC/GMT-6

Pre-sale orders will begin shipping the week of August 28, 2017.
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 link to the webinar recording and FAQ’s will be emailed to all registrants within a couple days after this webinar.

To contact APICS:

www.apics.org

service@apics.org

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

- Take the free CPIM demo
  learn.apics.org/cpim/free-demo

- Find an instructor-facilitated course
  learn.apics.org/course-providers, apics.org/learning-opportunities

- APICS Supply Chain Channel
  www.supplychainchannel.org

- Contact APICS
  apics.org
THANK YOU