WHY YOU NEED THE APICS CPIM TO MASTER THE FUNDAMENTALS IN BUSINESS

PRESENTERS:

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

• Lisa Sallstrom, CAE, PMP
  APICS Senior Director, Certification
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)
What We’ll Cover Today

- What is the APICS CPIM certification program?
- Why should I earn the CPIM?
- What is the updated CPIM Program and how does it affect me?
- How do I earn the CPIM?
- Special webinar promotions
- Q&A
- Resources from today’s webinar
WHAT IS CPIM?
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

Work in the “Deliver” and “Return” part of your company?
- Logistics management
- 3PLs and logistics services
- Direct or indirect manufacturing
- Transportation
- Distribution channels
- Importers/exporters

Blog: apics.org/APICSCertificationBlogs
Webinar recordings: apics.org/2017CertificationWebinars
What is the APICS CPIM program?

- 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
- New in August/September 2017 CPIM will combine modules 2 – 5, resulting in a new 2-module configuration
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
WHY SHOULD I EARN THE CPIM?
Why APICS CPIM is critical to supply chain success

Essential Blocking and Tackling!
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.
Supply Chain Career and Job Outlook

Demand for Supply Chain Managers Remains Strong

- **270,000.** Supply chain jobs needed each year.
- **30%.** Annual growth rate of supply chain jobs requiring trained and educated people.
- **6:1.** The ratio of global demand vs. supply for supply chain professionals.

“Supply chain management professionals at any stage of their careers can further distinguish themselves by earning industry-recognized certification.” Inbound Logistics

*Source: Michigan State University, Inbound Logistics*
APICS CPIM Benefits to Individual Employees

- The CPIM program provides candidates with the tools they need to effectively evaluate and manage supply chain activities
- Contributes to salary increase
- Increases individual recognition
- Increase your marketability
- Demonstrates level of competence and knowledge in supply chain
- Builds knowledge to apply principles of ERP software to cover various critical functions within an organization
- Enhances credibility within an organization
CPIM Benefits to Individual Employees

Here’s what some of our candidates have said about the program:

- “There have been many instances where I’ve had to rely on the APICS credentials to make a decision or analyze a situation.” – Celeste, CPIM, CSCP, Division Sourcing and Procurement Manager, Parker Hannifin.

- “CPIM has improved processes and given employees the knowledge they need to solve complex problems in the supply chain.” - Steve, CPIM, CSCP, Director of Supply Chain Operations, Carlisle Interconnect Technologies.

- “People attending the program feel they can enhance their career and become more strategic for the success and the performance of their organization.” - Lorenzo, Materials Manager, Tools Machinery and Downstream Technology Solutions, GE Oil & Gas.
APICS CPIM Benefits to Organizations

- APICS CPIM helps organizations by:
  - Aligning internal activities with business objectives to streamline operations and drive profits
  - Creating common understanding, vocabulary, processes and frameworks within their entity to address their supply chain challenges and opportunities
  - Enabling interdepartmental engagement using a foundation based on global standards
  - Maximizing ROI on the systems and technologies within your organization
  - Boosting productivity, collaboration and innovation – when organizations focus on supply chain excellence, they can achieve 70 percent higher performance
Updated CPIM Program Highlights
Updated CPIM Program – How does it affect you?

Legacy CPIM

- BSCM
- MPR
- DSP
- ECO
- SMR

Longer time to certification

Updated CPIM

- CPIM Part 1
- CPIM Part 2

Shorter time to certification

How does it affect you?
CPIIM Transformed for Today’s Busy Professionals

- Prepare for and pass only 2 exams, CPIIM Part 1 and CPIIM Part 2 to earn the CPIIM credential.
- Updated format delivers the same CPIIM 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 CPIIM exam.
- The new CPIIM Learning System is a proven APICS certification preparation method that combines reading materials with online practice tests and tools.
HOW DO I EARN THE CPIM?
Get started with Basics NOW

1. Buy the Basics CPIM courseware now

2. Purchase the exam – Authorization to Test (ATT)

3. Take the Basics exam by August

4. Start CPIM Part 2 in September
1: Create a study plan

How much time will you need to study?

- 175-225 hour study time investment
- 50 percent of successful APICS CPIM candidates surveyed said they studied 35 to 50 or more hours (per module)
- 75 percent of SUCCESSFUL candidates take the exam one to three months after completing studies, with 50 percent taking the exam one month after

- Start early
- Assess your areas of strength and weakness
- Once you’ve created your plan, stick to it!
1: Create a study plan

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

Visit [www.apics.org/education-selector](http://www.apics.org/education-selector) for more details.
2: Current CPIM Additional 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
3: 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
  - Legacy BSCM exam: 3 hours, 105 questions
  - New Part 1 & Part 2 exams: 3 1/2 hours, 150 questions
  - Results delivered instantly at test center
Financial Incentive

<table>
<thead>
<tr>
<th></th>
<th>Current</th>
<th>CPIM Part 1</th>
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<tbody>
<tr>
<td>Courseware:</td>
<td>$115 (Member)</td>
<td>$395 (Member)</td>
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<tr>
<td>Exam:</td>
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<tr>
<td>Total:</td>
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Total Member Savings: **Minimum of $585**, if you start now!

The **Basics exam** is a great value and available through 1/7/18 and the new CPIM Part 1 and Part 2 Learning Systems will be available in the Fall.

Passing Basics will count for Part 1 of the new configuration!
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**](#))
After exam day

- Email notification sent
- Proudly show off your new designation in LinkedIn
- APICS credentials verification
- Maintenance program
How soon are you planning to take the Basics exam?

Take our Poll:

- 2 months
- 4 months
- 6 months
Special Webinar Offers

Enter promotion codes below for savings:

- **CPIM Participant Workbook – SAVE30NOW**
  - Order the any CPIM Participant Workbook and save $30.00 USD!

- **CPIM Self-Study Kit* – SAVE25NOW**
  - Order any Self-Study Kit and save $25.00 USD!

- **CPIM Exam Simulator – SAVE10NOW**
  - Order any Exam Simulator and save $10.00 USD!

Offer valid May 4 – May 19, 2017

* The CPIM Self-Study Kit includes the CPIM Exam Simulator
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
Resources from today’s webinar

- **Take the Free CPIM Demo**
  - apics.org/cpim-demo

- **CPIM Certification Program**
  - apics.org/cpim

- **Education Selector**
  - apics.org/education-selector

- **Find an Instructor-Led Courses**
  - apics.org/apics-for-individuals/partners/find-a-partner

- **Customer Success Stories**
  - Let these supply chain stories inspire you!

- **APICS Supply Chain Channel – APICS CPIM Interest Community**
  - www.supplychainchannel.org/home
Thank You!

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