

Which APICS Certification is Right for You?

OVERVIEW of the CPIM, CSCP,
and CLTD programs

PRESENTERS:

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Senior Director, Professional Development

Cathy Iammartino
Director, Product Development

Meghan Glass, PMP
Product Manager, APICS Learning Systems



Our Presenters



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

- Over 25 years as a Supply Chain professional (Practitioner and Consultant)
- Former APICS volunteer, instructor and BOD Chair
- 11 years on staff, responsible for courseware and instructor development



Cathy Iammartino
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



Meghan Glass, PMP
Product Manager, APICS Learning Systems

- Responsible for APICS Learning Systems product management
- 10 years project managing academic programs and curriculum development
- Former College & University Instructor

What we'll cover today

- About APICS
- Supply chain and logistics outlook
- The APICS certifications
 - What are they
 - Why are there three
 - Why are they critical to supply chain success
- CPIM, CSCP and CLTD Overview
- Q&A



APICS - Leading the Industry

APICS is the association for supply chain management and the leading provider of research, education and certification programs that elevate supply chain excellence, innovation and resilience.

About APICS

- Professional association
- Founded in 1957
- Corporate office in Chicago
- 90+ staff, 2,000+ volunteers

Membership

- 47,000+ members
- 100+ countries
- Professional membership – APICS PLUS and CORE

Channel Partners

- 190 North America chapters
- 1 North America commercial partner
- 214 active APICS student chapters
- 101 international channel partners

Certifications / Endorsements

- CPIM
- CSCP
- CLTD
- SCOR-Professional (SCOR-P)

Member Benefits

- APICS Certification
- APICS Certification APICS Digital Library (NEW!)
- APICS Frameworks (NEW!)
- APICS Job Board
- *APICS Magazine*
- Career Resources
- Events, seminars and webinars
- Local Networking
- Member Directory
- SCORmark Benchmark Tools
- Student Loan Refinancing with Laurel Road
- Supply Chain Channel

Visit apics.org/membership for more information.

Supply chain outlook

- Supply chain is seen as a **strategic asset**. The post-recession global marketplace recognizes supply chain management as a **key driver** of business success and viability
- Supply chain management is a well-established role in **industries beyond manufacturing**, including retail, health care and technology
- Supply chain and operations management jobs are **in demand**.
- According to Supply & Demand Chain Executive. Between 2010 and 2020, the number of available jobs in **supply chain will grow by 26 percent**.

Gartner's Chief Supply Chain Officer Survey

- Survey's goal was to understand the business priorities of Supply Chain
 - Supply Chain strategies and capabilities
 - Supply Chain organization and talent
 - Supply Chain of the future
- Top priority investments that provided the most value:
 - Quality of product supply: 50%
 - Sales and operations planning: 41%
 - Supply chain analytics: 42%
 - Product development and portfolio management: 41%

Chief Supply Chain Officer Survey, Gartner, Dana Stiffler, Research VP

APICS Certification Benefits

For Organizations

- Align activities with business objectives to streamline operations and drive profits
- Create common understanding, vocabulary, processes and frameworks within their entity to address their supply chain challenges and opportunities
- Maximize ROI on the systems and technologies within the organization
- Boost productivity, collaboration and innovation

For Employees and Individuals

- Improve forecasting, inventory management, productivity and other operations
- Effectively manage supplier and increases customer relationships
- Enhance logistics, technology and data integration to improve performance
- Increase customer satisfaction and bottom-line results
- Contributes to salary increase, individual recognition and job-outlook marketability

APICS Body of Knowledge

- The APICS Operations Management Body of Knowledge (OMBOK) *Framework* is the basis for global industry standards in supply chain and operations management.
- The *APICS Dictionary* establishes accepted terminology including more than 4,000 terms for inter-organizational communication.

Standard terminology = clear communications = better solutions

APICS Certification Programs



- **APICS Certified in Production and Inventory Management (CPIM)**
In-depth understanding of internal operations



- **APICS Certified Supply Chain Professional (CSCP)**
End-to-end supply chain management



- **APICS Certified in Logistics, Transportation and Distribution (CLTD)**
Master day-to-day functions of logistics, distribution and transportation



“Which certification is right for me?”

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?

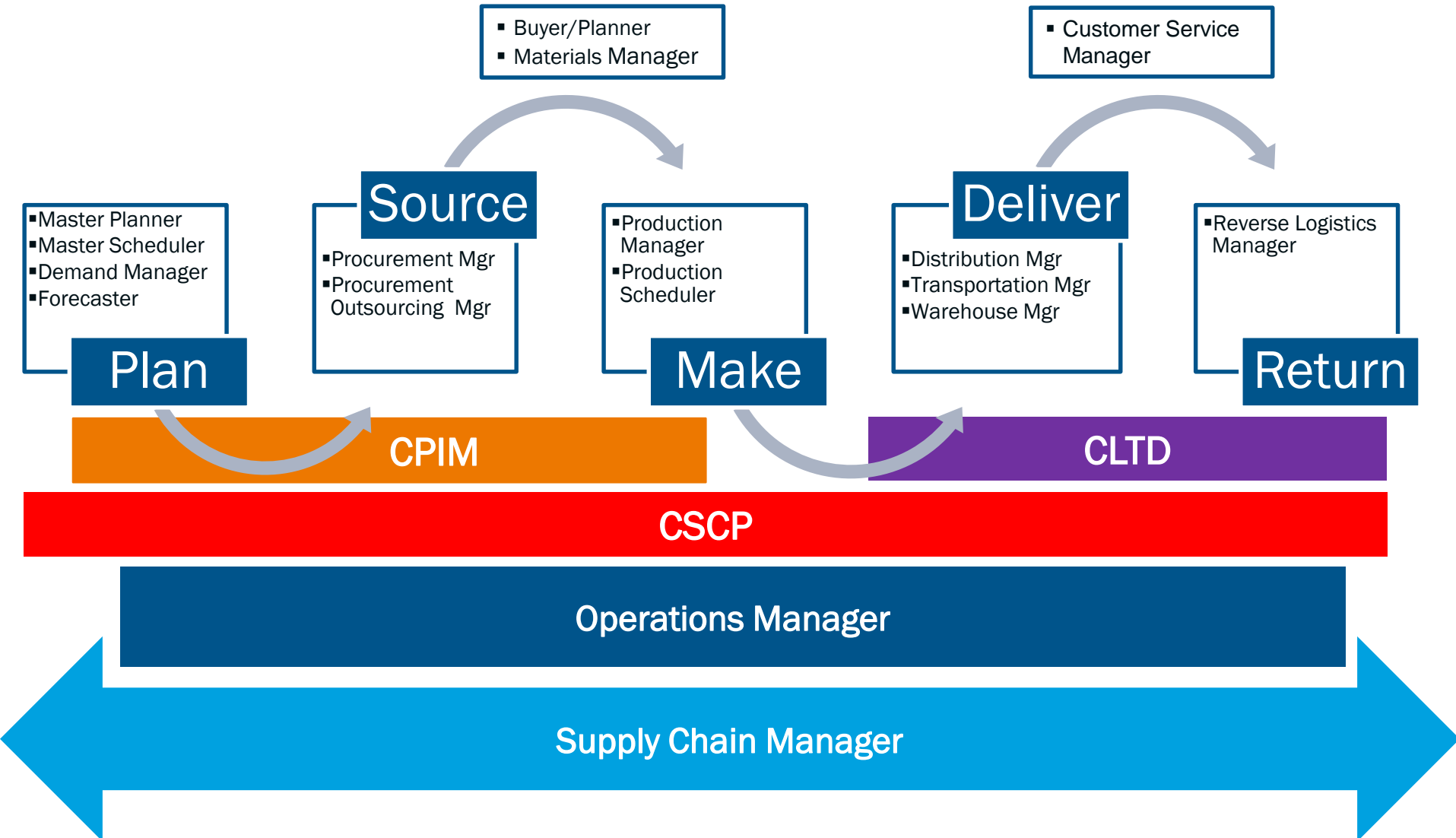
- Supply Chain Design
- Supplier Management
- 3PL, 4PL
- Transportation
- Customs
- Distribution channels
- Customer Management



On the “Deliver” and “Return” part of your company?

- Logistics management
- 3PLs and logistics services
- Direct or indirect manufacturing
- Transportation
- Distribution channels
- Importers/exporters

People Advancing Supply Chain Today



CPIM

What is the CPIM Certification?

Focus	Internal
Benefits	<ul style="list-style-type: none">▪ Increase functional knowledge of production and inventory management▪ Master the tools needed to effectively improve internal operations▪ Create consistency and foster collaboration through best practices, common terminology and corporate-wide communication
Exams	<ul style="list-style-type: none">▪ 2 exams (Part 1 and Part 2)
Eligibility	No eligibility requirements to pursue and earn the CPIM credential
Maintenance	5 year certification maintenance period. More information at apics.org/maintenance

Who is the APICS CPIM program designed for?

Top 10 job titles of CPIM certification holders

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

CSCP

What is the APICS CSCP program?

Focus	External
Benefits	<ul style="list-style-type: none">▪ Encompasses end-to-end supply chain including suppliers and customers▪ Breadth across many topics, including globalization, IT enablement, logistics, service industry and more
Exam	<ul style="list-style-type: none">▪ 1 exam
Eligibility	Eligibility requirements: work experience & education. Complete the form at apics.org/eligibility
Maintenance	5 year certification maintenance period. More information at apics.org/maintenance

Who is the APICS CSCP program designed for?

Top 10 job titles of CSCP certification holders

1. Supply Chain Manager
2. Consultant
3. Senior Consultant
4. Manager
5. Project Manager
6. Materials Manager
7. Supply Chain Analyst
8. Business Analyst
9. Logistics Manager
10. Operations Manager

Source: APICS certification

CLTD

What is the APICS CLTD program?

Focus	"Deliver" and "Return"
Benefits	<ul style="list-style-type: none">▪ Master essential knowledge for logistics, transportation and distribution professionals.▪ Expand your outlook on the logistics field and bring new ideas to your workplace.▪ Demonstrate your long term commitment to the growing logistics, transportation and distribution profession.
Exam	<ul style="list-style-type: none">▪ 1 exam
Eligibility	Eligibility requirements: work experience & education. Complete the form at apics.org/eligibility
Maintenance	5 year certification maintenance period. More information at apics.org/maintenance

Who is the APICS CLTD program designed for?

Top 10 job titles of CLTD certification holders

1. Logistics Director
2. President / CEO
3. Logistics Manager
4. Global Transportation Manager
5. Materials Manager
6. Supply Chain Manager
7. Operations Manager
8. Production Manager
9. Traffic Analyst
10. Consultant

Source: APICS certification

Eligibility Requirements for CSCP and CLTD

We recommend you submit your eligibility application before entering the CSCP or CLTD programs (application approvals never expire!) apics.org/eligibility

- To be eligible for the APICS CSCP or CLTD, a candidate must meet ONE of the following criteria:
 - 3 years of supply chain related business experience, OR
 - Bachelor's degree or the international equivalent OR
 - CPIM, CSCP, CLTD, CTL, CFPIM, CIRM, SCOR-P, C.P.M., CSM or CPSM designations

Related experience:

Logistics

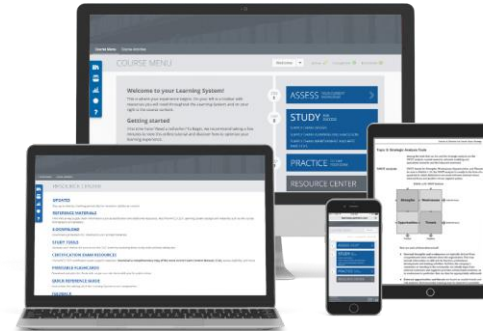
- Importers/exporters
- Transportation
- Logistics (including military logistics)
- Procurement
- Direct or indirect manufacturing
- Warehousing
- Distribution

Supply Chain

- Raw materials extraction
- Transportation and logistics (including military logistics)
- Procurement
- Manufacturing
- Warehousing
- Distribution
- Retail
- Customer service
- Software design and support
- Management
- Sales
- Quality control
- Skilled craft work (technician)

LEARNING OPTIONS

APICS Preparation: The Learning Systems



Reading Materials – three ways!

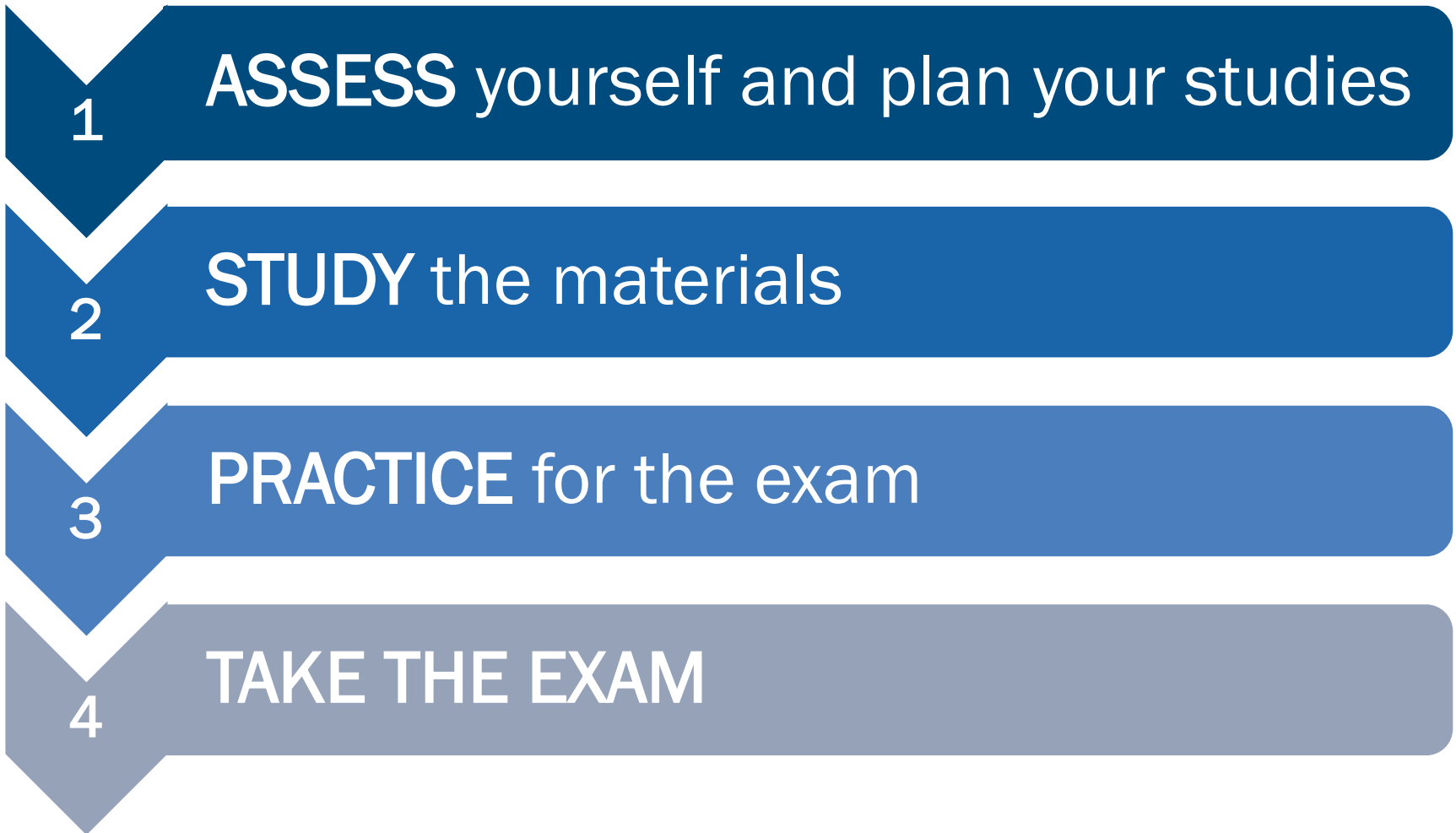
- Printed
- E-download PDFs (offline access)
- Online e-reader (any device!)
 - Laptop
 - Tablet
 - Mobile phone

90% of users recommend the CSCP Learning System for exam preparation!

Online Materials and Resources

- Accessible on any device
- Tests, exercises and additional resources designed to work with the reading materials
- Built with an Assess, Study, Practice model
- Acts as a guide for your studies
- Makes studying less overwhelming
- One year of access

Learning System Model



Assess

PRETEST

Take the Pretest and review your results in the report.

Course Menu Course Activities

PRETEST

RATIONALE

Multi-destination routes help control costs associated with small shipments. Multi-stop refers to freight transportation by a trucking company that serves more than one customer and stops in several locations to drop off cargo. The company is not dedicated to just one customer. Common multi-stop transport occurs when carriers cross frontiers or borders and stops for customs inspections, as it is another processing address.

Some companies use line-haul as the term for their regular over-the-road (OTR) drivers. Dedicated line-haul drivers only haul freight for a certain customer, delivering merchandise from distribution centers to the customer's stores.

For more information, refer to Module 5, Section B, Topic 1.

What does multi-stop refer to with regard to road carriers?

- Freight for more than one customer, with stops in several locations. **CORRECT**
- Freight with an origin in one country and destination in another. **INCORRECT**
- Freight delivered to more than one customer from one distribution center.
- Freight only for certain customers, with delivery from distribution centers to customer stores.

[Next question](#)

REPORTS

Exam Comparison

[Quiz Best Score](#) [Pretest Attempts](#) [Posttest Attempts](#) [Practice Exam 1 Attempts](#) [Practice Exam 2 Attempts](#)

Exam Comparison

This report compares your best results on the Pretest, Posttest, and Practice Exams. It shows a breakdown of your test scores by module, so you can quickly determine your learning gain and see which content may need further review.

NS = No score has been recorded

Module	Pretest	Posttest	Practice Exam 1	Practice Exam 2
Module 1: Section A	31%	NS	NS	NS
Module 1: Section B	17%	NS	NS	NS
Module 1: Section C	0%	NS	NS	NS
Module 1: Section D	0%	NS	NS	NS
Module 1: Section E	100%	NS	NS	NS
Module 1: Section F	0%	NS	NS	NS
Module 1: Section G	12%	NS	NS	NS
Module 1: Section H	50%	NS	NS	NS
Module 1: Section I	33%	NS	NS	NS
Module 1: Section J	0%	NS	NS	NS
Total	24%	NS	NS	NS

[View Attempts](#)

SMARTSTUDY TOOL

Input your scores into the SmartStudy tool for a personalized study plan.

APICS CSCP Learning System SmartStudy Plan for Learner

APICS CSCP Exam Weighing By Section

Section Knowledge Gap Analysis

APICS CSCP Exam Weighing By Section

Section	Weighting
Fundamentals of Supply Chain Design	23%
Supply Chain Planning and Execution	43%
Supply Chain Improvement and Best Practices	34%

Section Knowledge Gap Analysis

Section	Weighting
Fundamentals of Supply Chain Design	23%
Supply Chain Planning and Execution	40%
Supply Chain Improvement and Best Practices	41%

APICS CSCP Learning System SmartStudy Plan for Learner

APICS CSCP Exam Weighing By Section

Section	Weighting
Fundamentals of Supply Chain Design	23%
Supply Chain Planning and Execution	43%
Supply Chain Improvement and Best Practices	34%

Section Knowledge Gap Analysis

Section	Weighting
Fundamentals of Supply Chain Design	23%
Supply Chain Planning and Execution	40%
Supply Chain Improvement and Best Practices	41%

Study

- Read the materials
- Watch videos
- Take quizzes
- Monitor your reports
- Review flashcards
- Consult the glossary
- Utilize the case studies
- Refer to the Resource Center

Glossary

A B C D E F G H I J K L M N O P Q R S
T U V W X Y Z Numbers Search

SA8000
A widely recognized international standard for managing human rights in the workplace. It provides an auditable framework for assuring that social accountability is being stewarded by an organization.

Safety lead time
An element of time added to normal lead time to ensure that an order can be completed before its real need date. When release and order completion for earlier dates.

Safety stock
1) In general, a quantity of stock placed in inventory to protect against forecast errors and short-term demand fluctuations.
2) In the context of master production control, it is the buffer stock, reserve stock, See Syn: buffer stock, reserve stock, See

Sales and operations planning (S&OP)
A process to develop tactical plans that provide a competitive advantage on a continuous basis by aligning products with the management of the supply chain, marketing, development, manufacturing, and distribution. It is reviewed at least once a month and is reviewed by management. It is a definitive statement of the company's plan for sales, supply, demand, and new-product plan resources and to support the annual business plan.

CASE STUDY

Case Study Information
3DMall sells 3D printers and printer cartridges to consumers. The consumers are then able to print items using designs purchased from 3DMall's online store. The store is full of designs sold to consumers by third parties. For each sale, 3DMall receives a percentage from the third party. Once a design is purchased, consumers can print out the product immediately on a one-time basis.

The printer cartridges have three materials of varying hardness: one is rubbery, one is flexible plastic, and a third is a hard durable resin. Items can be produced using multiple combinations of materials. Most designs are difficult to scan and reproduce because they use these various materials in different parts of the design. Cartridge sales are a high margin item while the printers have a low margin.

Once you have answered all of the questions, click the **Summary** button at the bottom of the screen to view your final score and complete this activity.

Step 1: Question 1
Step 2: Question 2
Step 3: Question 3
Step 4: Question 4
Step 5: Question 5

Question 1 of 5:
What was likely the biggest obstacle that prevented 3DMall from living up to its vision of a sustainable supply chain in its first year?

☐ The use of subcontractors
☐ The organization had no sustainability policy
☐ Buildup of large inventory during initial launch phase
☐ They were too focused on sales

Submit

VIDEO: THREE-MONTH MOVING AVERAGE FORECAST

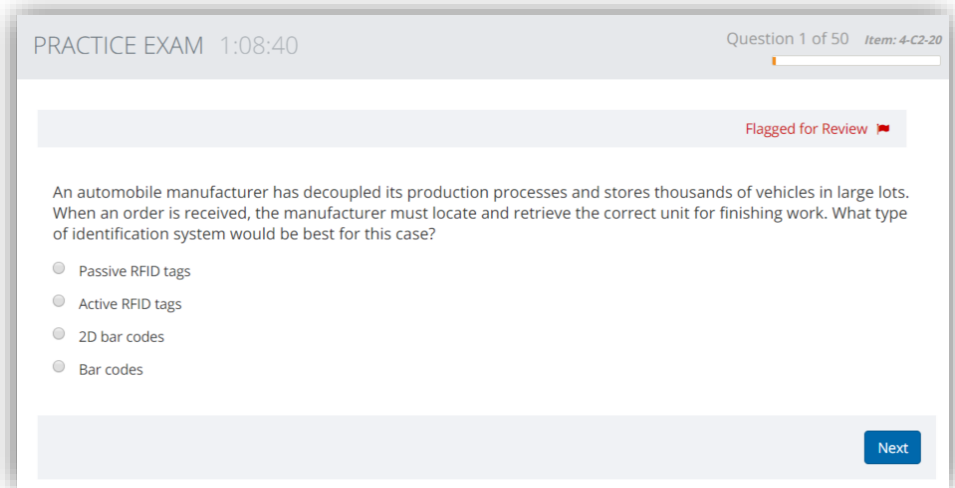
Month	Demand	Three-month total	Forecast
1	89		
2	89		
3	94	272	
4	91	274	91
5	95	280	91
6	104	290	93
7	106	305	97
8	110	320	102
9			107

-3:29

Over 100 hour study-time investment

Practice

- Take the posttest
- Use the Practice Exams
 - Emulates exam functionality
 - Weighted to ECM
- Review test-taking tips
- Watch exam prep video
- Final practice and review before exam



Take Your APICS Exam

- Exams offered across the globe at Pearson VUE test centers
- Decide when to take the exams and register
 - Registration always open and testing is on demand
- Take the exams
 - Exams consist of 150 exams questions
 - Length of exams: 3.5 hours
 - Results delivered instantly at test center

Learning Options

Delivery options to match your learning style 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

- Group ordering available
- Choose self-study or instructor-led format
- Track group progress

INVESTMENT

APICS CPIM Program Investment

CPIM Learning System (Self-study)	Part 1	Part 2	Total
APICS PLUS Member	\$395 (US)	\$495 (US)	\$890 (US)
APICS CORE and Nonmembers	\$550 (US)	\$690 (US)	\$1,240 (US)
For more information, visit learn.apics.org/cpim			

CPIM Exams	Part 1	Part 2	Total
APICS PLUS Member	\$495 (US)	\$495 (US)	\$990 (US)
APICS CORE and Nonmembers	\$690 (US)	\$690 (US)	\$1,380 (US)

CPIM Bundle – Part 1 and Part 2 Learning Systems and Exams		Total
APICS PLUS Member only - \$200 (US) SAVINGS!		\$1,680 (US)
APICS PLUS Membership + CPIM Bundle		\$1,900 (US)

Instructor-led courses include the Learning System and total costs vary by provider – visit apics.org/learning-opportunities to find a local class and inquire about fees.

For more delivery options for your group, visit learn.apics.org/cpim/corporate/ to find out more.

CSCP Program Investment

CSCP Learning System (Self-study)

APICS PLUS Member	\$995 (US)
APICS CORE and Nonmembers	\$1,380 (US)
For more information, visit learn.apics.org/cscp	

CSCP Exam	North America	Outside North America
APICS PLUS Member	\$695 (US)	\$1,050 (US)
APICS CORE and Nonmembers	\$965 (US)	\$1,300 (US)
APICS CORE and Nonmembers retake	\$450 (US)	\$450 (US)
For more information and details, visit apics.org/cscpexam		

Instructor-led courses include the Learning System and total costs vary by provider – visit apics.org/learning-opportunities to find a local class and inquire about fees.

For more delivery options for your group, visit learn.apics.org/cscp/corporate/ to find out more.

APICS CLTD Program Investment

CLTD Learning System (Self-study)

APICS PLUS Member	\$895 (US)
APICS CORE and Nonmembers	\$1,245 (US)
For more information, visit learn.apics.org/cltd	

CLTD Exam	North America and Outside North America
APICS PLUS Member	\$475 (US)
APICS CORE and Nonmembers	\$625 (US)
APICS CORE and Nonmembers retake	\$250 (US)
For more information and details, visit apics.org/cltd	

Instructor-led courses include the Learning System and total costs vary by provider – visit learn.apics.org/cltd/classes-offered to find a local class and inquire about fees.

For more delivery options for your group, visit learn.apics.org/cltd/corporate to find out more.

Funding Your Certification

- **Tap into Tuition Reimbursement** – APICS Chapters and College/University 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.
- **PayPal** – Get 6 months to pay for your learning system plus no interest. Terms and conditions apply. Must be approved through PayPal credit.

Special offers for webinar attendees

Place your order with the discount codes provided for the products listed below between **February 13 and February 23, 2018 to save!**



- **CPIM Learning System for individuals**
Part 1 or Part 2 Learning Systems - Save \$25 (USD), enter **discount code WBNR25**
CPIM Bundle – Save \$50 (USD), enter **discount code WBNR50**




- **CSCP Learning System for individuals**
Save \$50 (USD), enter **discount code WBNR50**



- **CLTD Learning System for individuals**
Save \$50 (USD), enter **discount code WBNR50**

Or call 888-266-9079 (US) or +1-651-905-2664 (outside US)

Which program is right for you?

 BACK TO APICS


ADVANCE YOUR CAREER AND SUPPLY CHAIN PERFORMANCE

Discover which course is right for you using our guide below.


APICS Education: Which program is right for you?

APICS offers a variety of education, certification, and endorsement programs to enhance your professional career and improve your organization's bottom line. Whether you need to streamline your supply chain, master the basics of materials and operations management or build your knowledge in logistics, transportation and distribution, APICS has the right program for you.


Tell us what you're looking for:



Education for the individual or several colleagues



Group education for multiple people, a department, or an organization

 BACK TO APICS

Education Selector / Individuals

What are you interested in learning?

Whether you need to streamline your supply chain, master the basics of materials and operations management or build your knowledge in logistics, transportation and distribution, APICS has the right course for you.

CPIM	APICS Certified in Production and Inventory Management Internal business subjects such as materials management, master scheduling, forecasting and production planning
CSCP	APICS Certified Supply Chain Professional External business subjects such as the extended supply chain, from organizations' suppliers through to the end customers
SCOR-P	APICS SCOR Professional Global supply chain and logistics using the Supply Chain Operations Reference (SCOR) model
CLTD	APICS Certified in Logistics, Transportation and Distribution APICS Logistics, Transportation & Distribution Certification Program
Compare All	Which APICS offering is right for me?

www.apics.org/education-selector

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

2018 APICS Certification Webinar Series

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

Date: Tuesday, February 27, 2018

Time: 1:00 PM - 2:00 PM CT

WHY EVERY SUPPLY CHAIN PROFESSIONAL NEEDS THE APICS CSCP?

Date: Tuesday, March 13, 2018

Time: 1:00 PM - 2:00 PM CT

WHY EVERY LOGISTICS PROFESSIONAL NEEDS THE APICS CLTD?

Date: Tuesday, March 27, 2018

Time: 1:00 PM - 2:00 PM CT

Register today at <http://www.apics.org/credentials-education/events/online-events>

Webinar attendees will be eligible for special promotional offers.



Thank You!

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